

PIVOT

PARALLEL SIX · MASTER THE ART OF THE PIVOT

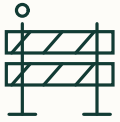
Effective leaders reassess assumptions, monitor what is changing, and notice when new signals emerge. They create options early and keep multiple paths open. And they don't confuse persistence with discipline.



Persistence is staying committed to the goal. Discipline is knowing when changing the approach is what's required to achieve the goal.

ASK

ACT

		Pay Attention <ul style="list-style-type: none"> • What is changing around us? • What new signals am I seeing? • What are customers, employees, or the market telling us? • What emerging risks or opportunities deserve attention? 	<i>The best pivots begin with awareness</i> <ul style="list-style-type: none"> ✓ Monitor the environment ✓ Watch for changing signals ✓ Stay alert to emerging trends
		Imagine Alternatives <ul style="list-style-type: none"> • What if our assumptions are wrong? • What if circumstances change? • What other approaches could achieve the goal? • What options have we not yet considered? 	<i>Explore possibilities before they become necessities</i> <ul style="list-style-type: none"> ✓ Challenge assumptions ✓ Explore new possibilities ✓ Develop multiple options
		Validate Assumptions <ul style="list-style-type: none"> • What evidence supports our current approach? • What evidence challenges it? • What assumptions have changed? • What are we ignoring because we want the original plan to succeed? 	<i>Separate commitment from certainty</i> <ul style="list-style-type: none"> ✓ Test your assumptions ✓ Seek disconfirming evidence ✓ Adjust based on facts
		Open New Options <ul style="list-style-type: none"> • Have we preserved enough options? • What contingency plans do we have? • Are we becoming locked into one path? • Where can we create greater flexibility? 	<i>Flexibility creates resilience</i> <ul style="list-style-type: none"> ✓ Preserve alternatives ✓ Build contingency plans ✓ Encourage creative thinking
		Take the Pivot <ul style="list-style-type: none"> • Is it time to change our approach? • What should remain constant? • What needs to change? • How will we communicate the pivot? 	<i>Act when the evidence supports change</i> <ul style="list-style-type: none"> ✓ Decide with confidence ✓ Explain the change ✓ Move forward together

