

# Päätösluento. Minän valitsemisen energiakenttä

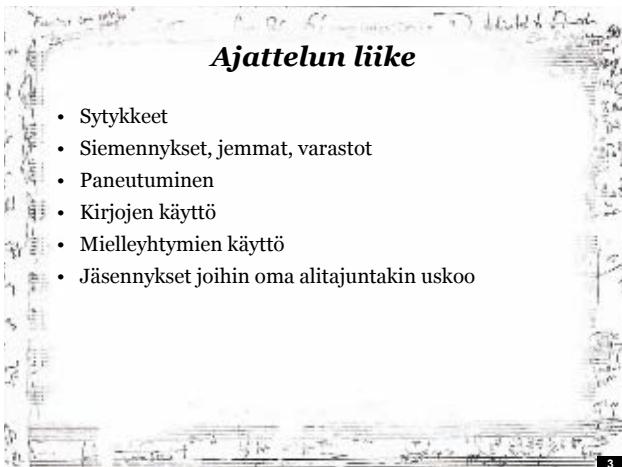
Esa Saarinen  
26.4.2006 TKK

**Systems**  
Analysis Laboratory  
Helsinki University of Technology

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- Minän valitseminen, kalvot 3–17
- Mestareitten kohtaaminen 18–128
  - Johtopäätökset 21–28
  - Gottman: Aviollisen onnistumisen mikrokäytös 29–33
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## **Versio 1 ja Versio 2**

- Naantalin junassa
- Kasvun kätketty käännekohta
- Optimoinnin mahdottomuuksien tiukan rationaaliseksi
- Sinapinsiemisen logiikka
- Todella tärkeät asiat lopulta tiivistyvät johonkin yhteen hetkeen

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## **Indeksit**

- Nauruindeksi
- Suuteleva pari -indeksi
- Pikkupaskiais (asshole) -indeksi
- Syöttötehot (jollekin toiselle, joka tekee maalin)
- Intensiteettiaste suhteessa omiin arvoihin
- Osuma-aste suhteessa omiin kantaviin ydinajatuksiin

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## **Tuntuma elämälle – systeemille, joka on enemmän**

- ES historia. "Tätä ei olisi voinut ennakkolta suunnitella"
- Dialogisuus elämänprosessien kanssa ylärekisterin valossa
- Alexanderilainen "elämäntuntu" valintakriteerinä – mutta valinta ei ole tietoinen, vaan pikemminkin esintyvän taitelijan herkkävaistoinen mukana-eläminen, vuorovaikutussellinen heittäytyminen edessä avautuville kasvupoliulle

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Antti Manninen:  
Purutut talot. Sata tarinaa Helsingistä  
(Helsingin Sanomat, 2004)

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Antti Manninen:  
Purutut talot. Sata tarinaa  
Helsingistä (Helsingin  
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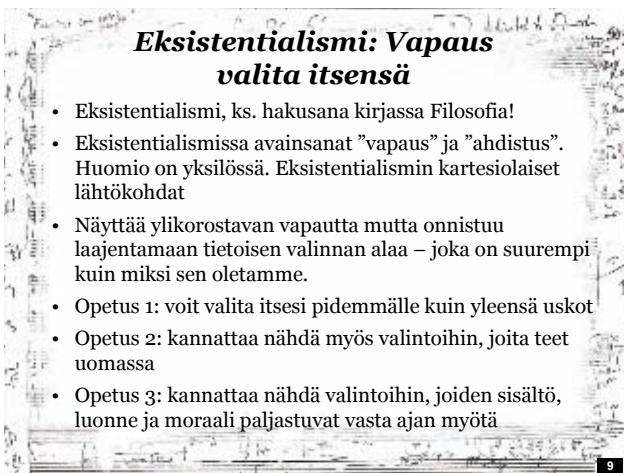
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- Eksistentialismi, ks. hakusana kirjassa Filosofia!
- Eksistentialismissa avainsanat "vapaus" ja "ahdistus". Huomio on yksilössä. Eksistentialismin kartesiolaiset lähtökohdat
- Näyttää ylikorostavan vapautta mutta onnistuu laajentamaan tietoisen valinnan alaa – joka on suurempi kuin miksi sen oletamme.
- Opetus 1: voit valita itsesi pidemmälle kuin yleensä uskot
- Opetus 2: kannattaa nähdä myös valintoihin, joita teet uomassa
- Opetus 3: kannattaa nähdä valintoihin, joiden sisältö, luonne ja moraali paljastuvat vasta ajan myötä

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### **Systeemialykkäässä valinnassa**

- Valitset, vaikka et tiedä – tuntumalla olennaiseen, siihen mistä on kysymys
- Pidät silmällä kokonaisuuksia, jotka vasta ovat hahmottumassa
- Pohjustavat valinnat
- Olennaisia kysymyksiä ovat: mitä toivoa antavaa, innostavaa, unelmallista, syttäävää, vapauttavaa ... vs. kaventavaa, latistavaa, nöyrtyttäävää, murskaavaa, olennaisesta-vieroittavaa etc. tähän valintaan sisältyy pidemmän päälle
- Itse systeemiä koskevat seuraukset olennaisempia kuin mikä on välitön valinta
- Tämä systeemisyys koskee erityisesti itseäni ja toisia ihmisiä

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### **Yksilökeskeiset filosofiat jättävät pois laskuista**

- Tilannelogikan vaikutuksen
- Toisten vaikutuksen
- Energiavaikutuksen
- Vuorovaikutusrituaalien ja toistuvuuksien vaikutuksen
- Mikrososiologian
- Systeemisydet, joihin nähden ja joiden sisällä valinta tapahtuu
- Korkeammanasteisen kehitysnäkymän, joka voi syntyä vain toisten kanssa ja kautta

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### **Uhkat (1)**

1. Funktioaalisen kriteeristön ylikorostuminen vs. Alexander-tyyppinen elämänmaku. Ihminen pelkkänä funktiona ( tai funktioiden ryppäänä) vs. ihminen ei-pelkkänä-funktiona. Kantin filosofia.
2. Tyttyminen tavanomaiseen
3. Perinteiset paheet kuten laiskuus, löysyys, ylensyönti, huoraaminen, itsekkyys etc.

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## **Uhkat (2)**

4. Subject matter -erehdys. – Voi olla että tulevan ainutlaatuisuutesi tapahtumisen ilmenemistapaa tai edes kenttää ei ole valmiiksi nimettäväänä olemassa.
- Kaikista ei voi tulla Linus Torvaldsia mutta jostakusta voi tulla
  - F.J. Roethlisberger: The Elusive Phenomena. An autobiographical account of my work in the field of Organizational Behavior at the Harvard Business School, ed. by F.F. Lombard, Harvard U.P. 1977:
  - "For many years the question I found most embarrassing to answer was, 'Tell me, Professor R., what are you teaching at the Harvard Business School?' ... I had become a professor without ever being able to state clearly what it was that I was professing. A professor without a subject matter seemed a contradiction in terms..." (p. 1)

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## **ES historiaa**

1969	Liisa
1970	A. Partanen, kävely Hyvinkään yössä
1972	Teoreettinen filosofia HY, Oiva Ketonen
1975	Hintikka
1977	Väitös
1980	Punkakatemia
1983/4	Pipsa
1984	Epäihmisen ääni
1985	Länsimaisen filosofian historia huipulta huipulle
1987/8	Jörn Donner -kirja, Erekto Albertinkadulla
1989	Jerome ja Oliver, P. Kouri
1990	Muutostekijä Ensio Miettisen kanssa
1991/2	Imagologies-seminaari
1991/2	K. Paakkalanen, J. Ollila
1994	Marjaana Virta, Filosofia-oppikirja, Imagologies
1995	M. Alahuhta, Leif Segerstam, Pafos-seminaari
1997	H. Peltola, Interin megaluento sarjat
2000	TKK/R. Hämäläinen

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## **Kukoistuksen logiikka**

1. Jostakin kasvaa jotain, mutta ei ole selvää mitä kasvaa ja kuinka isona se kasvaa eikä mistä ja milloin se kasvaa
2. Kasvun logiikan hyväksyminen
  - aikamuuttuja
  - optimoinnin mahdottomus
  - kasvussystemin perustava sameus yhdistyneenä kasvun ihmeen jättiläislupaukseen
  - hyvinä kärsvällisyys, uteliaisuus, rakkaus ylärekisteriin, läpivientikkyys
3. Ylemmänasteisen kasvun mahdollisuus toisten kanssa ja vaikutuksesta

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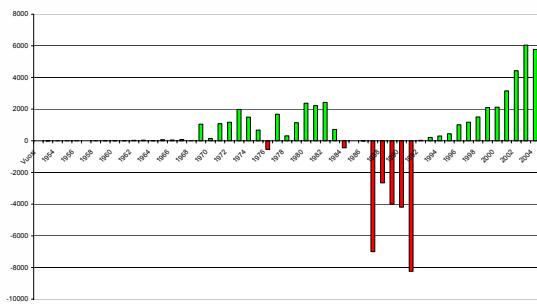
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## **Marimekko: tuloksen kehitys 1951-2004**



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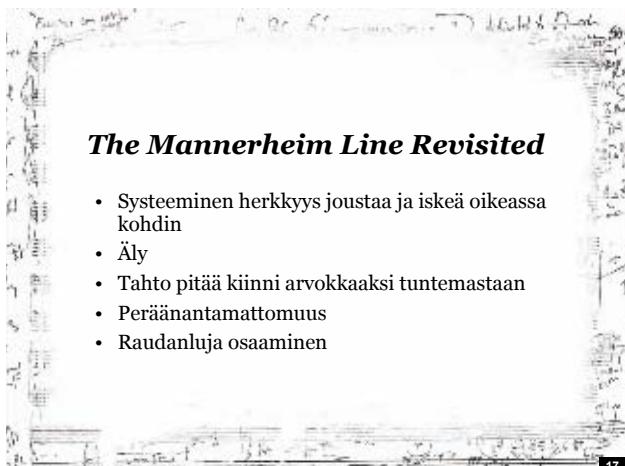
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## **The Mannerheim Line Revisited**

- Systeeminen herkkyys joustaa ja iskeää oikeassa kohdin
- Äly
- Tahto pitää kiinni arvokkaaksi tuntemastaan
- Peräänantamattomuus
- Raudanluja osaaminen

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## **Mestareitten kohtaaminen**

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## **Stara ja tuleva stara**

- Sokrates ja Platon - Platon 19 v Sokrateen oikeudenkäynnin aikoihin
- Platon ja Aristoteles - Aristoteles 20 vuotta Platonin akatemiassa



Raphael: School of Athens, 1511, detail of Plato and Aristotle  
Fresco, Stanza della Signatura, Vatican Palace, Rome

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## **Elton John Madison Square Gardenissa**

- 1974 John Lennonin paluu.
- 2000 Ronan Keating
  - Oman näyttämön avaaminen toisen kasville
  - Anteliaisuus
  - Keskinäinen arvontaan esimpursuavalle suuruudelle, jonka osia saamme olla
  - Avainkäsiteinä emergensi ja energia (erottuksena "minä-yksilö" ja "sinä-yksilö", "suuri-minä" (staran osalta), "vain minä" (toisen osalta), oman itsensä edustaminen, siteeraus)
  - Sokrates/Platon, Platon/Aristoteles, Lennon/McCartney, Dali/Gala ... J Ollila 19.4.2006 B-salissa/Me B-salissa ... O. Ketonen/E. Saarinen ... Olennaista energia ja se emergensi, mihin tämä energia johtaa



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## **Mikrokäytökset ja -toiminnat, jotka ruokkivat omaa kasvua ja toisten kasvua**



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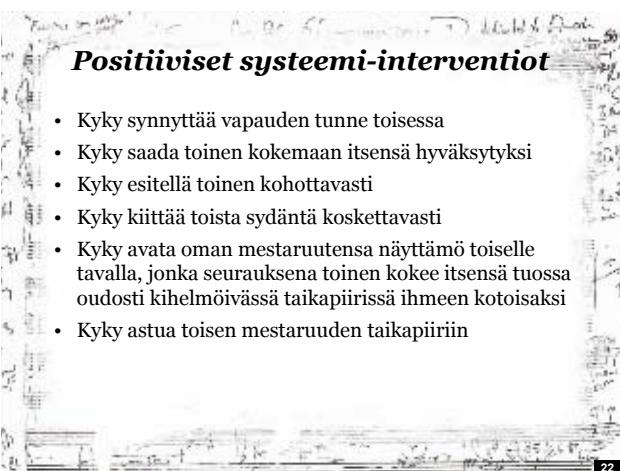
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## **Positiiviset systeemi-interventiot**

- Kyky synnyttää vapauden tunne toisessa
- Kyky saada toinen kokemaan itsensä hyväksytyksi
- Kyky esitellä toinen kohottavasti
- Kyky kiittää toista sydäntä koskettavasti
- Kyky avata oman mestaruutensa näyttämö toiselle tavalla, jonka seurauksena toinen kokee itsensä tuossa oudosti kihelmoivässä taikapiirissä ihmseen kotoisaksi
- Kyky astua toisen mestaruuden taikapiiriin



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## **Mannerheimin savuke**



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**Losada Results on High Performing Teams**

index ratios	Positivity Negativity	Inquiry Advocacy	Others Self
High perf. teams	5.614	1.143	0.935
Med perf. teams	1.855	0.667	0.622
Low perf. teams	0.363	0.052	0.034

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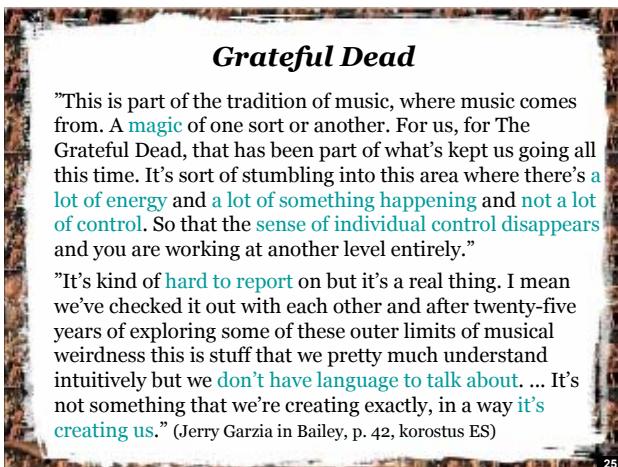
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### Grateful Dead

"This is part of the tradition of music, where music comes from. A **magic** of one sort or another. For us, for The Grateful Dead, that has been part of what's kept us going all this time. It's sort of stumbling into this area where there's **a lot of energy** and **a lot of something happening** and **not a lot of control**. So that the **sense of individual control disappears** and you are working at another level entirely."

"It's kind of **hard to report** on but it's a real thing. I mean we've checked it out with each other and after twenty-five years of exploring some of these outer limits of musical weirdness this is stuff that we pretty much understand intuitively but we **don't have language to talk about**. ... It's not something that we're creating exactly, in a way **it's creating us.**" (Jerry Garzia in Bailey, p. 42, korostus ES)

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### Systeemi

- "on jonkinlaista magiikkaa"
- "on paljon energiaa"
- "paljon tapahtuu jotain"
- "ei ole paljon kontrollia"
- "tunne yksilöllisestä kontrollista katoaa"
- "olet jollain kokonaan toisella tasolla"
- "jota on vaikea kuvata"
- "jonka ymmärtää melko hyvin intuitiivisesti mutta jolle ei ole kielttä, jolla siitä puhua"
- "jotain jota emme luo, vaan joka tavallaan luo meitä."

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- Emme tahdo myöntää vaikutusta toisiimme, vaikka tämä vaikutus on ilmeinen
- Vaikutus hahmotetaan vain triviaaleissa tapauksissa, jolloin katse kohdistuu kausaaliseen supervaikuttujayksilöön - tavalla joka jättää muut vaikuttavat tekijät huomiotta
- Systeemisyys, mikä kytketynä vaikuttavuuteemme toisiimme nähdin, jää siihen huomiotta, saa toimia omalakisesti ja useimpien kohdalla ennen pitkää käännytä alakierteeksi
- Ihmisten välisellä yhteisvaikutuksella ei ole ylräaja, eikä alaraja. Useimmiten seurauksena on keskinäinen latteus, hyväksytynä väistämättömyytenä, ja pitäjän parhaitten joukossa hetkittäinen oma loisto.
- Vaihtoehtona kaiken aikaa kunkin ainutlaatuinen kasvu ja henkilökohtainen loisto, vahvistuen kukoistuksen systeemeissä jotka yksilö jakaa toisten kanssa

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**1.2. vs. 0.8**

- J.T. Bergqvist: "Teollinen tulevaisuutemme – systeeminen hahmotus", Systeemiäly 2005.
- "...silloin kun yksilö- tai tiimioivalluksen myötä saavutetaan ylisuhtainen tuottavuushyppäys ja siirtyää uudelle kehityskaarelle, puhutaan supertuottavuudesta."

**1 x 1 x 1 x 1 x 1 x 1 x 1 = 1**  
**0.8 x 0.8 x 0.8 x 0.8 x 0.8 x 0.8 = 0.26**  
**1.2 x 1.2 x 1.2 x 1.2 x 1.2 x 1.2 = 2.98**

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**The Mathematics of Marriage**  
(J. Gottman et al.)

"The balance between negative and positive affect (mielenliiketus) is absolutely critical in predicting the longitudinal fate of marriages."

"...during a conflict discussion a few months after the wedding, only 30 seconds of positive affect (out of 15 minutes of interaction) differentiated couples who would eventually wind up either divorced, stable but unhappy, or stable and happy in the next six years. The happy stable couples had 30 seconds more positive affect (affection, humor, interest, or engaged listening) out of 900 seconds than the unhappy stable couples. (John M. Gottman et al, *The Mathematics of Marriage*, MIT Press 2002, p. 88)

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**The Mathematics of Marriage (2)**

"Gottman (1994) reported that the ratio of positive to negative codes during the conflict discussion was about 5.0 for the three types of stable marriages, whereas it was 0.8 for the unstable marriages."

"...couples headed for divorce were high on four behaviors that Gottman (1994) called the 'Four Horsemen of Apocalypse'; they are criticism, defensiveness, contempt, and 'stonewalling', or listener withdrawal..." (ibid, p. 22)

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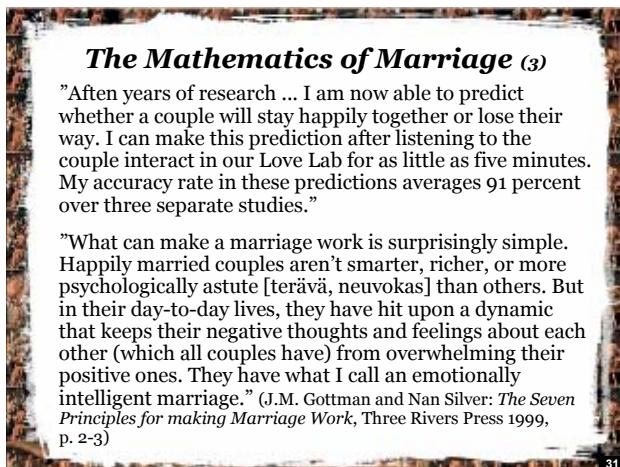
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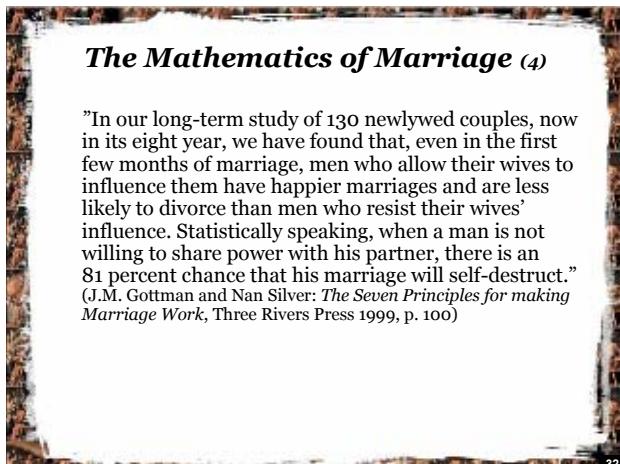
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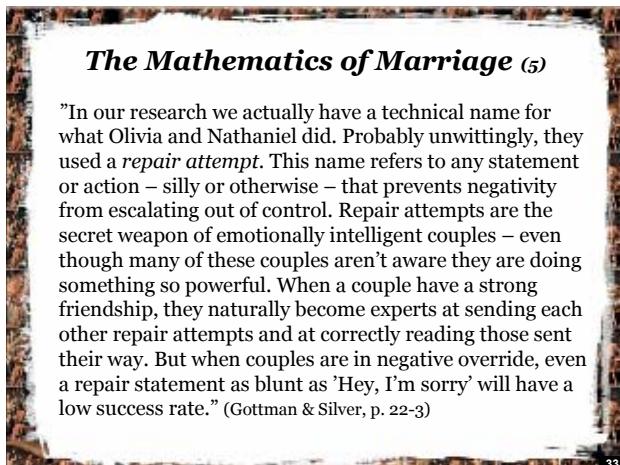
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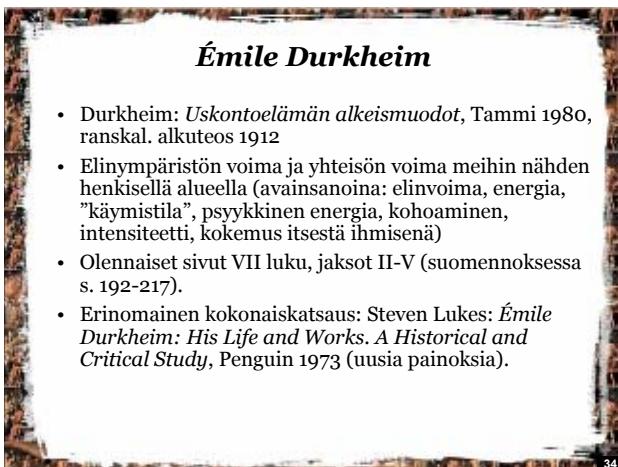
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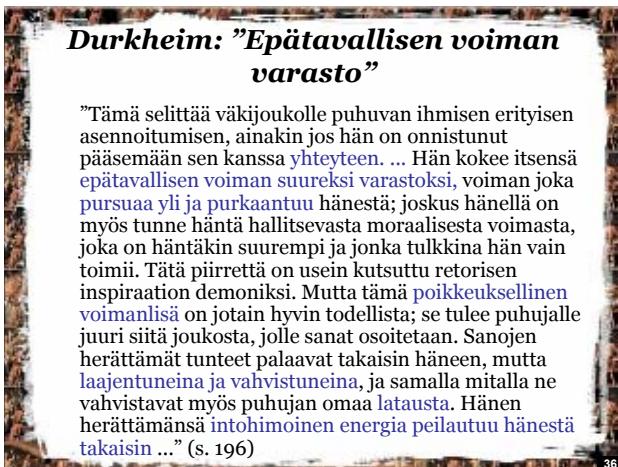
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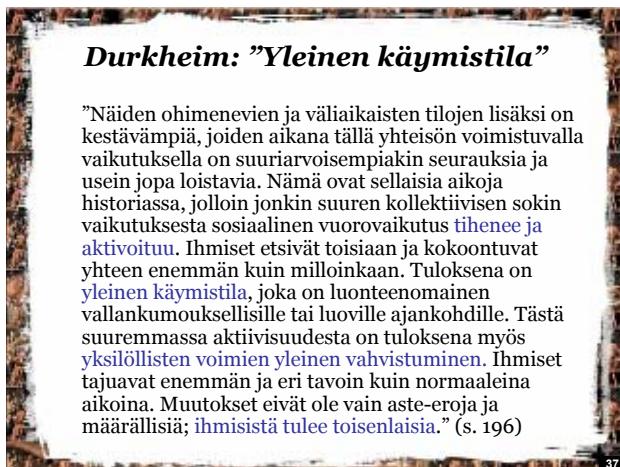
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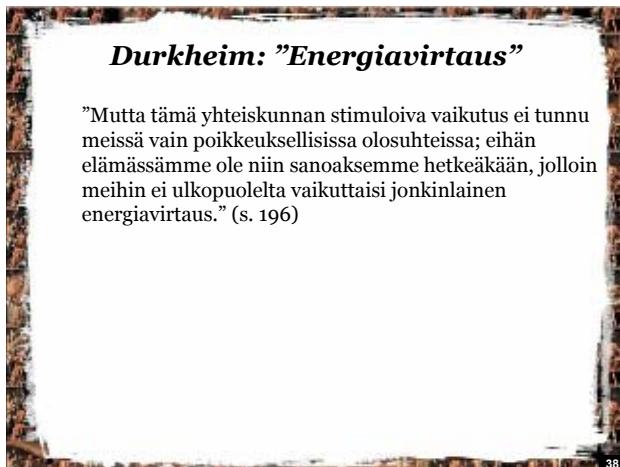
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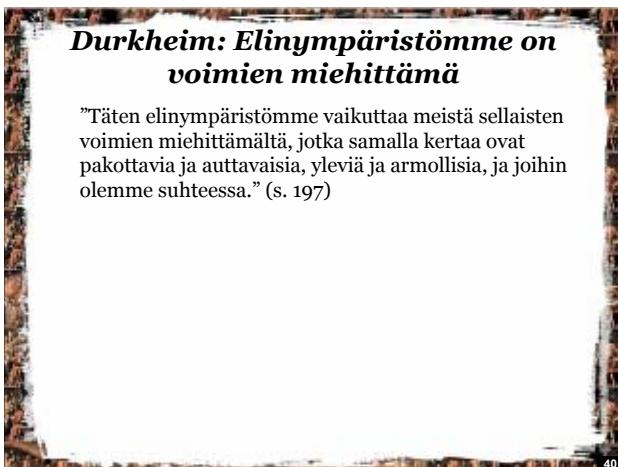
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Iwo Jima

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Jarno Kylmänen, Ville Salminen, Kari Saha, Tommi Lindroos (jatkoaika.com)

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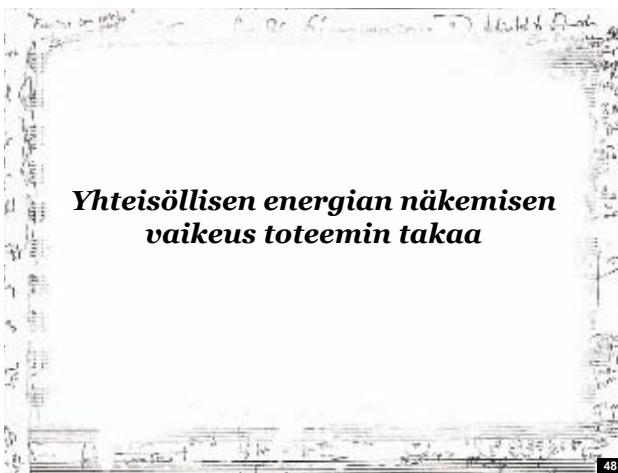
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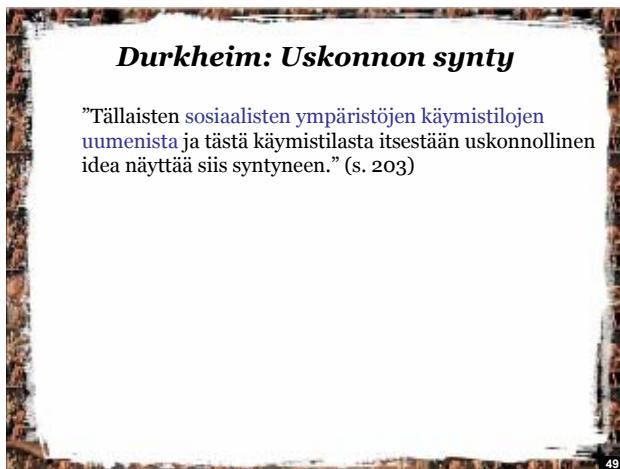
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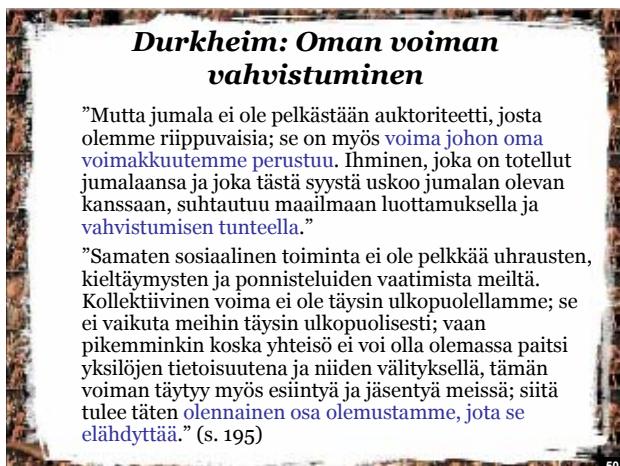
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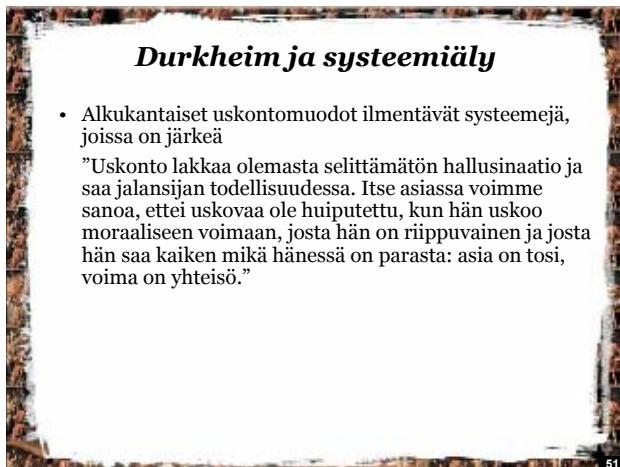
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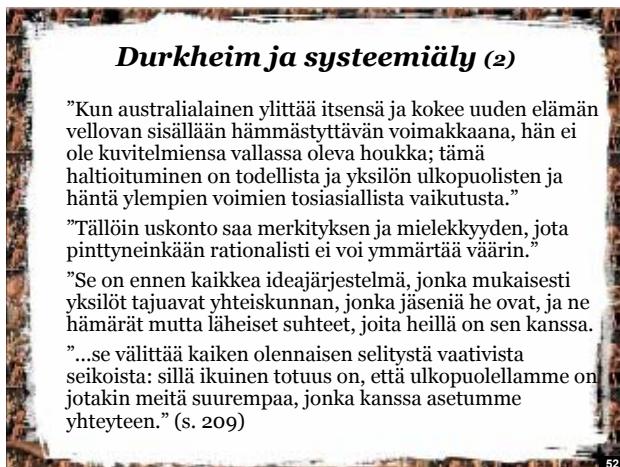
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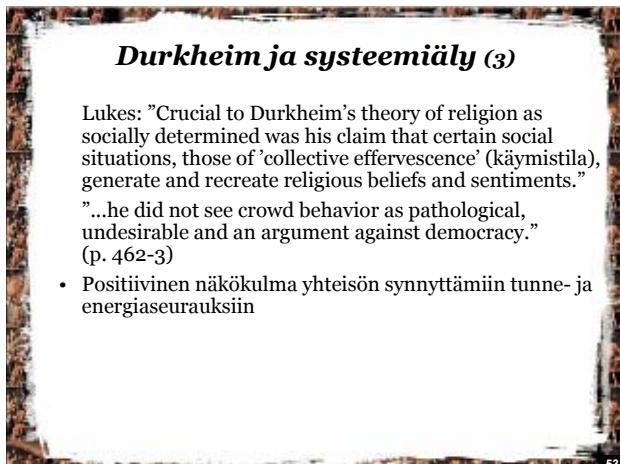
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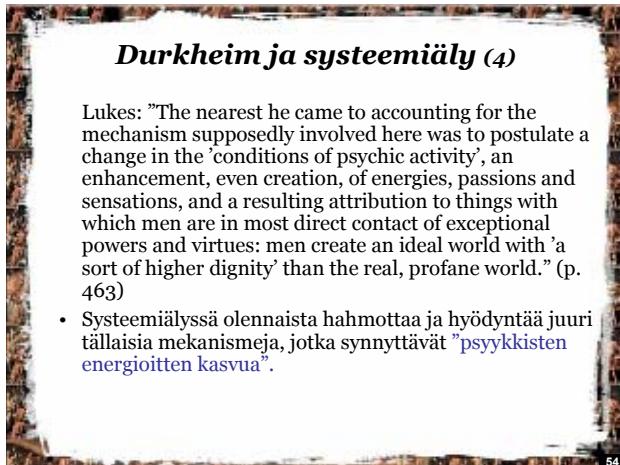
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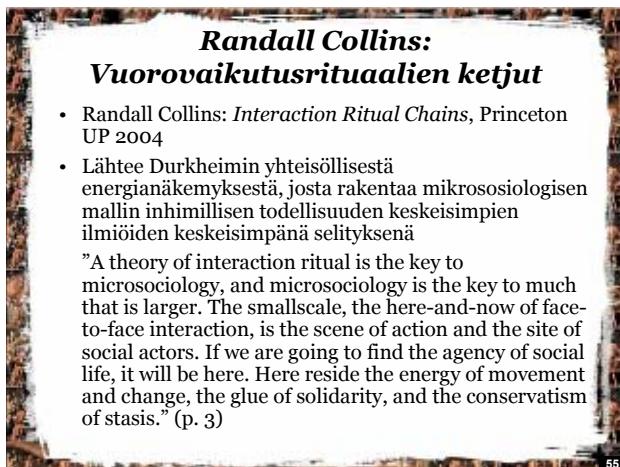
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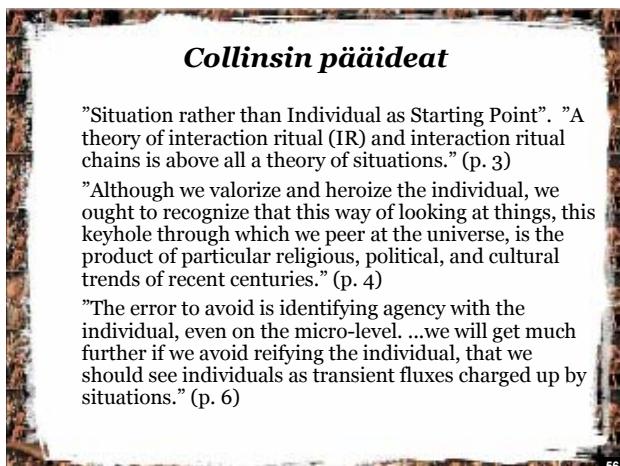
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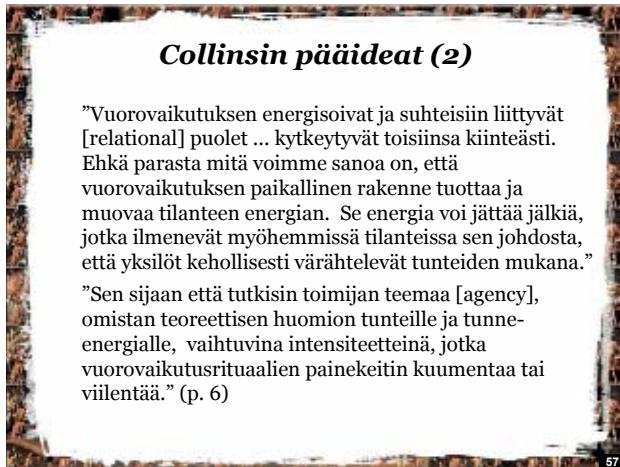
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## Rituaali

"...ritual is a mechanism of mutually focused emotion and attention producing a momentarily shared reality, which thereby generates solidarity and symbols of group membership." (p. 7)

"The sociology of ritual is thus a sociology of gatherings – of crowds, assemblies, congregations, audiences." (p. 34)

- Collins ei käytä ilmaisua "rituaali" kaavamaisen suorituksen merkityksessä – rituaali on yhdessä olemisen perusyksikkö, vuororoavaikutuskäytäntö.

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## Emotionaalinen energia

"Yksi rituaalien pääseuraus on, että ne lataavat symbolisiin objekteihin merkitystä, tai että ne uudelleenlataavat sellaisiin objekteihin uudistunutta kunnioituksen tunnetta. Samalla yksittäiset osallistujat saavat lähteen omalle lataukselleen. Eräänlainen sähkö, josta Durkheim kuvainnollisesti puhui ryhmien kasvanutta kiintymystä kuvatessaan varastoituu pattereihin: yksi osatekijä niissä patttereissa on symboli ja toinen on yksilö itse. Osallistuminen rituaaliin synnyttää yksilölle erityistä energiaa, jota kutsun *emotionaaliseksi energiaksi*." (p. 38)

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## Collins: Bodily Micro-rhythms

- "At the center of an interaction ritual is the process in which participants develop a mutual focus of attention and become entrained in each other's bodily micro-rhythms and emotions."
- "Rituals are constructed from a combination of ingredients that grow to differing levels of intensity, and result in the ritual outcomes of solidarity, symbolism, and individual emotional energy." (p. 47)

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**Collins: 4 main ingredients**

1. "Two or more people are physically assembled in the same place, so that they affect each other by their bodily presence, whether it is in the foreground of their consciousness or not.
2. There are boundaries to the outsiders so that participants have a sense of who is taking part and who is excluded.
3. People focus their attention upon a common object or activity, and by communicating their focus to each other become mutually aware of each other's focus of attention.
4. They share a common mood or emotional experience." (p. 48)

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**The Four Outcomes of Successful Interaction Rituals**

1. Group solidarity, a feeling of membership
2. Emotional energy in the individual; a feeling of confidence, elation [riemu, juhlamieli], strength, enthusiasm, and initiative in taking action
3. Symbols that represent the group
4. Feelings of morality: the sense of rightness in adhering [kiinnittyä] to the group, respecting its symbols

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**Latteat ja epäonnistuneet rituaalit**

- "What is to be our criterion of ritual success or failure? In the case of formal rituals, we have terms that participants will use. "an empty ritual", "merely ceremonial", "fell flat"."
- "...a broader criterion that will work for natural as well as formal rituals: most immediately, there is a low level of collective effervescence [kuplinta, kuohunta, eloisuus, vilkkaus], the lack of momentary buzz, no shared entrainment at all or disappointingly little. There are further signs of failure on the output side: little or no feeling of group solidarity; no sense of one's identity as affirmed or changed; no respect for the group's symbols; no heightened emotional energy – either a flat feeling unaffected by the ritual, or worse yet, a sense of a drag, the feeling of boredom and constraint, even depression, interaction fatigue, a desire to escape." (p. 51)
- "Forced rituals are energy draining, not EE creating" (p. 53)
- "Low-intensity, perfunctory [rutiini-, innoton], or halting [ontuva] conversations exist in abundance, and in obvious contrast to those conversations that are engrossing [mukaansatempaava]." (p. 52)

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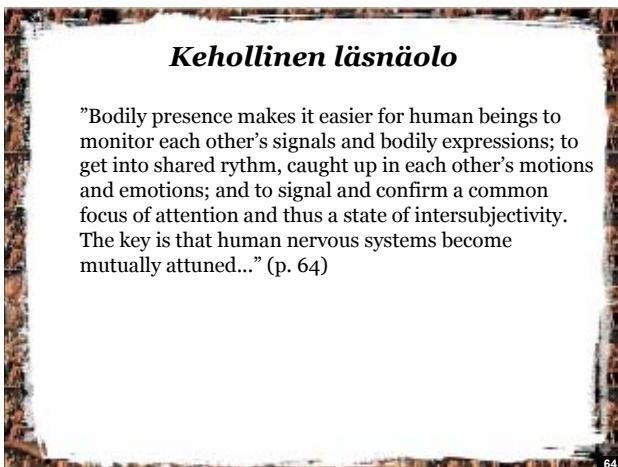
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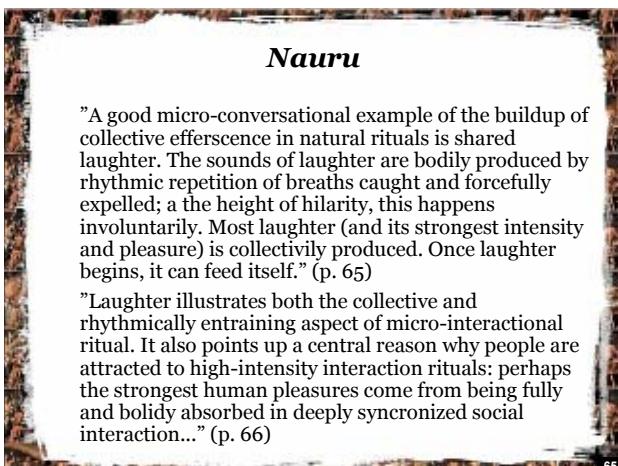
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## Systems Intelligence

Workshop at MIT, 5 December 2005

Raimo P. Hämäläinen

Esa Saarinen

Systems Analysis Laboratory  
Helsinki University of Technology  
<http://www.systemsintelligence.hut.fi/>

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## Themes

1. Positive Systems Thinking
2. Systems Intelligence Archetypes
3. Details: Why They Count
4. Systems of Holding Back
5. Three levels of Systems Intelligence
6. Microbehaviors
7. Knowledge is Not Power

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## Systems Intelligence

or: Making apparent what we do anyway

- Emphasis on **agency in systems**
- Emphasis on possibilities, hidden potentials, abundance, and celebration of life
- Calling for realistic optimism and finding its aspiration from the fundamentals of the **human experience**
- Combining The Fifth Discipline and Presence with the Ancient Promise of Philosophy to contribute to the cause of **the Good Life**

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## "System" of Systems Intelligence

- **An interconnected whole** of human agents
- Emphasis on the human element, particularly in its invisible, symbolic, emotional, interpretation, meaning-intensive aspects
- **System is characterized by what it generates**
- System generates thoughts, actions, behaviors, experiences, lifeforms, etc.
- Emphasis on the possibility of more life-enhancing systems
- **"System" of Systems Intelligence = Human System**
- Intelligence in systems that involve human subjectivism

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## Positive Systems Scholarship

- Systems Intelligence as focusing on phenomena on positive deviance, human flourishing and sense of life
- Parallel in orientation to:
  - Positive Organization Scholarship and Positive Psychology
  - C. Alexander's "The Phenomenon of Life"-project

<http://www.natureoforder.com/>

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## The Word "Systems Intelligence"

- Is easily accessible
- Is an encouraging route for the engineering mind to human, subjective, emotional, interpersonal, interactional and sensitivity-as-you-act issues
- Primarily a communicative concept, rather than disciplinary

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## Positive Systems Thinking

- The idea is not to emphasize the various ways in which our systems thinking is faulty, but to **focus on where we get it right**
- ...and can succeed even better
- Given that systems are everywhere, and given that we are systems intelligent, how can we create a better immediate context and a better world

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## Systems Potential

- Wherever there is a "system", there is also the possibility of a
  - more enriching,
  - more inspiring,
  - more life-enhancing system
- Systems intelligence is based on the systems potential of any system

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## Meta/Mega Purposes of Life

- "Systems are defined by the fact that their elements have a common purpose and behave in common ways precisely because they are interrelated toward that purpose" (Dance of Change, p. 137, Lexicon).
- Systems Intelligence is based on the humanly fundamental Meta/Mega Purposes of Life.
- The Meta/Mega Purposes of Life include Hope, Meaningfulness, Connectivity, Love, Acceptance, Transcendence, and can be found in all spiritual traditions East or West. They are **part of meaningful human experience**
- Meta/Mega Purposes of Life cannot be owned, re-establishing a living connection always called for
- **Systems Intelligence is intelligence that taps on the Meta/Mega Purposes of Life implicit in any human system**

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## Systems Intelligence is Systems Thinking

- Already in use
- Applied in a split second
- Applied typically without awareness
- Applied without any conscious knowledge of the systems involved
- Inherent in us all as human beings

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## Systems Intelligence Archetypes

- "Fixes that Fire"
- "Sharing Away the Burden"
- "Miracle of the Commons"

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### "Fixes that Fire" (1)

- Hitting the button
- Creating a triggering effect
- Coming up with a killer application
- Reaching the tipping point
- Creating resonance
- Pushing a snowball to roll

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### "Fixes that Fire" (2)

- The central theme of this archetype is that almost any decision carries long-term and short-term consequences, and sometimes the long-term consequences are tremendously more powerful than the short term impact suggests
- **Positive version of "Fixes that Backfire"**

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### "Fixes that Fire" (3)

- Martin Luther King's spontaneous "I have a dream" phrase.
- iPod for the image of Apple
- Linus Torvalds email, suggesting programming from an open source platform

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### "Sharing Away the Burden"

- People are enriched and empowered in various small and mundane, perhaps seemingly insignificant ways, and this will pay back in unexpected ways
- "Nobody knows what the solution is but someone will come up with one"
- **Positive version of "Shifting the Burden"**

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### "Miracle of the Commons"

- You resonate with a System that tells you can contribute
- Increased sense of empowerment as a result of being part of the excited and exciting, inspiried and inspiring, generous ja generosity-encouraging system
- You fly on the system
- Tolstoy's "Factor X"
- The common good of sharing this excitement and miracle makes you thrive
- **You love to reciprocate as you love your abundance in this field of generosity**

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## When Thematizing Systems Intelligence, Beware of (1)

- Subject-Object dualisms
- Taking forms of "Knowing that" as more primary than "Knowing how"
- Mistaking maps for territory
- Dismissing forms of intelligence that do not fit the propositional, objectifying & rationalistic thinking model

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## When Thematizing Systems Intelligence, Beware of (2)

- The intellectual's temptation to take reflection-from-the-outside as more primary than action
- The intellectual's temptation to dismiss phenomena one doesn't have a handy word and an accepted concept for
- The intellectual's temptation to dismiss human experience in its phenomenological, phenomenal, "irrational" abundance
- The intellectual's temptation to dismiss as too vague the philosophy of life

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## Systems Intelligence is Pre-theoretical and Involved

- Sensing a system vs. Seeing a system
- Knowing a system instinctually vs. Being able to model a system
- Feeling a system vs. Perceiving a system
- Being involved in a system vs. Identifying a system (or a Systems Archetype)
- Operating from within a system vs. operating on a system

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## A Systems Intelligent Agent Wants to

- Touch
- Enrich
- Bring flourishing

This is done by reaching out to the potentials of the given human system via the individual human systems of the subjects involved in the system

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## Particularly Relevant Systems are

- Belief systems
- Symbol systems
- Representational systems
- Narrative systems
- Emotional systems
- Interaction systems

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## These Systems are "Chaotic"

- Change non-linear
- Butterfly effects possible
- Exponential growth possible
- Intellectual Firewalls do not Hold  
(Emotion/Reason, Self/Other, Art/Science,  
Big/Small, Masculine/Feminine,  
Profane/Sacred, Biological/Psychological..)

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## Systems Intelligence is Systems Thinking

- taking place in the immediate present
- in a process that is unfolding
- in the "small worlds" of here and now
- situational
- need to act is immediate
- conducted on a platform of action where human stakes can be huge, objective stakes minimal

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## Emotional Parameters

- are critical for Systems Intelligence
- often disregarded by traditional systems analysis and intellectual tradition at large
- **create possibilities of tremendous leverage and resonance** for Systems Intelligence
- explain why for Systems Intelligence the details are often everything
- "What makes a difference in the hearts of people?"

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## Contextual Parameters

- are critical for Systems Intelligence
- often disregarded by traditional systems analysis and intellectual tradition at large
- **create possibilities of tremendous leverage** for Systems Intelligence
- explain why for Systems Intelligence the details often are everything
- "Would X work in this context?"

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## Look for the Details

- Not for the Whole, which typically cannot be grasped, or even imagined
- Not for the Loops, which you won't have time to analyse
- Not for the Links, which might be hiding, camouflaged, and the most significant of which might be totally unlikely still in the making
- Details are the key to Systems Potential and the Emergent Future that might be

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## Details as a Route to

- Inspiration
- Insights
- Leverage
- Resonance
- Breakthroughs
- Snow Ball Effects
- Openings of Hearth
- Miracles
- Human Subjectivity

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## Looking for the Trigger

- **David Lynch:** "Ideas are always triggered by something in the external world, but they trigger stuff that's deep inside you. You can look out the window and see an ant and the way it's walking will do something for you. It can trigger tons of stuff that's been inside you for years waiting to be ignited."

(Book of Changes. Interviews with Kristine McKenna, 2001)

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## Details, i.e. Systems Intelligence in Presence

- "...as [physicist Henrik] Bortoft puts it, "The part is a place for the presencing of the whole". (p. 5)
- Peter's seminar in 1990 in **South Africa**, as de Klerk gives his apartheid-ending speech on television (p. 13-15). "Now he [a white businessman] stood and turned to look directly at Anne: "I want you to know that I was raised to think that you were an animal," he said. And then he began to cry."
- "Edgar Schein, one of the most respected scholars of organizational culture, says, "If you want to understand an organization's culture, go to a meeting!'" (p. 48)
- **Joseph's story** of "Sacred Passages" (p. 55-67)
- **Otto's story of his grandfather at the ruins of his family's burnt farmhouse** (p. 79-81), and his grandfather's action when coming to the site. "Summoning all the energy he had left, my grandfather got of the car and walked straight to where my father was still working on the cleanup. He didn't even turn his head toward the soming ruins of the place where he'd spent most of his entire life. He simply went straight up to my father, took his hand, and said, 'Keep you head up, my boy. Look forward.'

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## Why Details are Critical to Systems Intelligence

- Because they set people's emotional and mental systems in motion
- Because the Mind of the Five-Year Old (Gardner) is tuned to narratives
- Because "Being Moved" has a double meaning critical to Systems Intelligence
- Systems Intelligence wants to move systems by moving people first

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## Why Details are a Headache to an Intellectual

- They are only details
- Paradigms emphasize the primacy of the generic
- Intellectual impressive models of details hard to mold
- "Fallacy of misplaced concretism"
- Details a source of excitement for Systems Intelligence

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## Beer Game vs. Rose Buying

- **Key to Systems Thinking and to Systems Archetypes:** Beer Game
- In Beer Game, most people experience how the systems structure is overwhelming. As an individual, you cannot win.
- **Key to Systems Intelligence:** the case of single-rose-buying as a maneuver to take the prevailing Holding-Back-system by surprise
- In learning of the rose buying case in Esa's lectures, most people experience how the prevailing system of holding back is apparently overwhelming, yet can be overcome with a simple maneuver that hits the right button. As an individual, you can win and can help others win.

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## Holding Back Systems

- Tend to take over, unless specific action is taken and retaken to counter them
- People are holding back (their enthusiasm, warmth, joy, belief in life, acceptance, encouragement, etc.)
  - in return
  - in advance
- Holding Back –systems fed by Human Bias to Negativity

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## Systems Intelligence

- Moving beyond Holding Back systems to life-enhancing and enriching systems
- Focus on Positive Deviance
- Domingo/Mehtha –case as an example
- Single rose buying –case as an example
- 1.2. vs. 0.8 version of self as an example

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## Three Levels of Systems Intelligence

- **Level 1:** Your actions reflect the human systems of your life space and immediate vicinity
- **Level 2:** You have identified some of the systems of your life space, and use them intelligently
- **Level 3:** You have identified some of the systems of your life space, take notice of their life-decreasing aspects, move beyond those aspects to exploring the systems potentials, and act intelligently in the emerging space of systems potentials



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## Continuous Openness to Emergence

- **Systems Intelligence at level 3** amounts to openness to emergence as a natural part of flourishing and life itself;
- **Systems Intelligence does not seek to explain, as the first priority is to contribute to what might emerge.** There is no more need to explain emergence than there is need for a performer to explain "the miracle of great performance";
- Releasing oneself from the need to explain, as opposed to making happen, Systems Intelligence leads attention to the direction of emergence rather than to cognitive barriers that might prevent it from happening.



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## Holding Back Emergence

- Emergence an anomaly from the point of view Holding Back
- Academic Criticism Culture a system of Holding Back
- A first-year student can list 15 reasons why the book Presence should not be taken seriously
- The examples of Presence as cases of sudden collapse of a local Holding Back system
- Media Lab as an example of a Non Holding Back system
- **From the point of view of future's healthy systems, emergence is as natural as in the growth of a child**



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## Presence Revisited

- **Emergence is natural**
- **Emergence is a sign of a healthy system**
- Our mental models encourage emotional, intellectual and social holding back, generating systems of holding back
- Life is diminished
- Celebrate life, celebrate nature, celebrate whales, life's grand and perhaps mysterious processes, join them

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## Emergence is Eagerly Waiting

- People are radically more sensitive to the metapurposes of life than they seem to be
- In their everyday systems, people give vastly misleading and lessened impression of their deeper aspirations regarding the metapurposes
- Fear is a key to the prevailing systems of Holding Back, but from within fear-driven systems, people's positive potentials are camouflaged

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## Example: Hope

- Hope counts for people
- Feeling of Hope moves people
- Hope is necessary for emergence
- Hope is triggered by small, symbolic changes
- Systems changes can be triggered by small, symbolic changes
- Systems Intelligence looks for such changes in the dimension of hope

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## The Main Worry for an Academic regarding Systems Intelligence

It works in practice  
but  
does it work in theory?

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## Esa's Agonies

- with the **Paphos seminar** where ordinary Finns of all walks of life **experience major life-enhancement** – and no theory explains why this could happen
- with life that seems tremendously diminished as compared to what it could be at any time, in light of the Paphos experience
- systems writings seem detached from life at the same time that systems are everywhere

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## "I Have a Dream" Paradigm

- King's speech helped to set a more life-enhancing system in motion because it touched the right button in people's internal systems
- ...and the time was ripe
- people starting to see a system they co-created and created them influencing even their microbehaviors

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## Systems Intelligent Microbehaviours

- Microbehaviors as carriers and signals of possible systems potentials
- People are extremely sensitive to subtle microbehavioral messages
- Leverage found in seemingly neutral, unproductive, mundane and trivial everyday behaviours
- Gestures, facial expressions, twinkle in the eye, tone of voice, attention style etc. as systems constituting parameters
- Particularly relevant are such microbehavioral actions that touch upon meta/mega purposes of life

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## Heart's Commitment

- Needed for small actions, for which there is no guarantee of dividends
- Needed because big actions seem unrealistic
- The whole system seems to stand against you, including the microbehaviors of people who don't seem to care
- Emergent processes doomed irrational by the intellectual power system
- Systems madness everywhere, egoism, with the future of mankind looking gloomy
- ... and still you believe in people

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## Systems Intelligence is Instinctual

- Part of our evolutionary survival toolbox
- Ability to figure out in broad outline what is going on
- Adaptability to the immediate ongoing processes
- Human beings are inherently systems intelligent before they have any structured "knowledge" at all
- Systems Intelligence of a Baby

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## Knowledge is Not Power

- When knowledge is not available
  - still you have to act
- Bounded rationality –type "satisficing" (Simon) evaluation of the systems in the midst of which one operates
- Acting with intelligence in systems where those systems are too complex to be properly figured out

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## For Paradigmatic Cases, Look for the Systems Intelligence

- of the Five-year old (Gardner)
- of the Fighter Pilot in the WW I
- of a Concert Pianist
- of a Conductor
- of a Film Director
- of a Mother with Small Children in a supermarket
- of an Elementary School Teacher
- of Desmond Tutu
- of Muhammad Ali

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## "The Ace Factor"

- "All the leading fighter aces [in WW I] had better than average distance vision, and also good depth vision. The difficult part was in teaching them what to look for. The average pilot saw nothing in his first few combats."
- "**Alertness was another facet allied to observation; the ability to react quickly and instinctively to a hazardous situation.**"
- "Many pilots seemed to develop a sixth sense warning them of danger. This occurs again and again in the memoirs and diaries of the period".

Mark Spick: "The Ace Factor. Air Combat and the Role of Situational Awareness"

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## Systems Intelligence is a Performer's Skill

"A performer is a truly split personality. One is reminded of Thomas Nagel's definition of the absurd: **'To be involved and detached at the same time.'** On the one hand you have the instructions, on the other, a free flow of associations. ... I must control myself and free myself. ... **A performer must be immersed in what he is doing, and at the same time stand outside.** He must lead and follow. (Pianist Alfred Brendl)



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## Systems Intelligence in Zaire

- "Muhammad Ali: I didn't really plan what happened that night. But when a fighter gets in the ring, he **has to adjust according to the conditions he faces.**"
- "George Foreman: Muhammad's antennas were built to look for big punches. And with the style I had, my height, and my tendency to throw big punches – no matter how hard I hit, Muhammad had the instinct to get ready for each punch, ride it through, and be waiting for the next one."
- "I remember the punch that knocked me down, too. I was going after him. I was tired, but still didn't respect his punching power, so I was chasing him with my hands down. Muhammad was near the ropes. I missed with a right hand, turned around with my hands down, and he moved with speed that he wasn't supposed to have at that point in the fight after taking all those blows. He moved, threw a right hand. And boom!"

(Thomas Hauser: Muhammad Ali. His Life and Times, 1991.)



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## Systems Intelligence of Muhammad Ali

- "Arthur Mercante: I'd refereed two previous Ali fights, including his first bout against Frazier at Madison Square Garden. And by the time he fought Norton at Yankee stadium, he wasn't the same fighter anymore. His timing was off; he tired more easily. But he was still the best boxer I've ever seen at coming up instinctively with what was necessary to win. ... He was so smart; you could see his mind working, but **Ali had a sense of everything that was happening**, almost as though he was sitting at ringside analyzing the fight while he fought it."
- "Ken Norton [who broke Ali's jaw in the first of their three fights]: "In 1986, I was in a bad car accident; real bad. ... I don't remember much about my first few months in the hospital, but one thing I do remember is, after I was hurt, Ali was one of the first people to visit me. ... But I remember looking up and there was this crazy man standing by my bed. It was Ali, and he was doing magic tricks for me. He made a handkerchief disappear; he levitated. ... **Ali was there, and his being there helped me.**"

Thomas Hauser: Muhammad Ali. His Life and Times, 1991.



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## Making a Difference

- on a small scale (your favorite high school teacher)
- perhaps on a big scale (Erin Brockovich)
- perhaps on an enormous scale (Jesus, Gandhi, Environmental Movement)  
by hitting a chord, by setting a system in motion, by creating a resonance in human hearts and wills

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## In Order to Save the World

- We need Systems Thinking to crystallize the macrolevel madness and the Big Picture
- We need U-curve learning and emergent processes that support life
- In bringing such processes to life, concrete, contextual, local, life-enhancing systems enrichments are necessary, calling for Systems Intelligence of Level 3.

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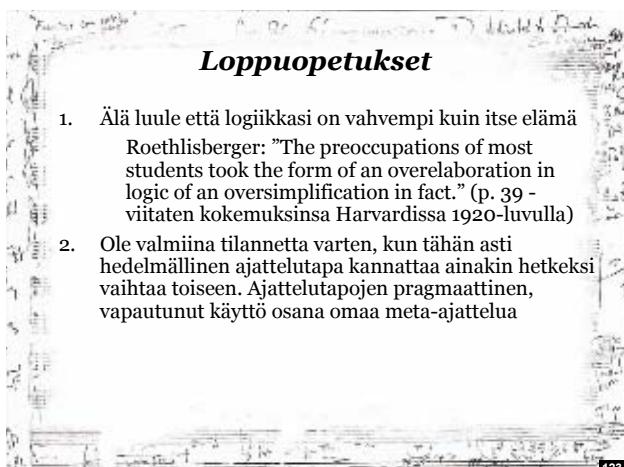
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### **Loppuopetukset**

3. Käytä käsitteitä, mallittamista, rooleja, valmiita asetelmia, (sosiaalisia, älyllisiä, konkreettisia, abstrakteja) systeemejä joihin tuleet älykkäästi, jäämättä niiden vangiksi tai pelkäämättä niiden alkuvaiheen epämukavuutta  
"Rahoitusjohtaja" J. Ollila, "kriisijohtaja", "pääjohtaja", "numeromies", "liikemies", "isä", "isovanhempensa lastenlapsi", "pohjalainen", "suurmies", "vierailija luennolla"
4. Tiedosta että joskus tulee eteen tosi paikka, jolloin on liian myöhäästä aloittaa oppiminen, vahvistuminen, energisoituminen ja vaihtoehtojen kartoitus

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### **Loppuopetukset**

5. Ole tarkkana arvoille, toimintatavoille tai lähestymiskulmille, jotka ajassasi eivät saa automaattista vahvistusta. Mahdollisesti esim. reflektiivisyys, anteliaisuus, epälaskelmoivuus, sitkeys, kunnioittavuus, kuolemantietoisuus, runollisuus, sinfonisuus, ihmillinen suuruus.
6. Vaali itsessäsi sitä henkeä, jota haluat antaa ulos. Jos haluat jakaa anteliaasti, vaali anteliaisuuden henkeä itsessäsi – tavalla joka tekee oikeutta anteliaisuudelle
  - Jeesuksen leivän logiikka
  - Jesus Getsemanessa
  - Tor Norrestrand: *Homo generosus*, Art House 2004; Eero Riikonen, Mikko Makkonen ja Gregory Smith: *Menestystäjäuseri. Runsuan elämän jäljillä*, Kuntoutussäätiö 2004.

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### **Loppuopetukset**

7. Rakenna tietä onnekaille sattumille. Robert K. Merton & Elinor Barber: *The Travels and Adventures of Serendipity*, Princeton University Press 2004 (varsinkin "Afterword", s. 230–298)
8. Rakenna reflektiolle tilaa, jotta voi syntyä mileyhtymä ja tilaa uusille  
Roethlisberger: "The student's moments of attention provided little substance for his reflections, and his reflections provided little illumination for his experiences when at attention." (p. 39 – peilaten kokemuksiaan 1920-luvun Harvardista)

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## **Loppuopetukset**

9. Hahmota laajempi kehys
  - Ajallisesti
  - Elämänvaihe-prosessuaalisesti
  - Käsiteellisesti
  - Miellehytymällisesti
10. Kehitä käsiteistöjä, jotka toimivat räjähdysovoimaisesti muun systeemisi kanssa – edeten elämänilosofiassa pragmaattisesti, älyllisesti, tunneherkästi, elämänuskoisesti, fokuspisteen asettuessa siihen mitä tapahtuu kokonaisuuden ja toisten kannalta



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## **Tähtitaival**



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