

# Karen Mathews & Associates Newsletter

Intentional Leadership -- Intentional Intuition

June 2007

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**Karen Mathews and Associates can help.**

Is your business ready for better results? Contact Karen Mathews & Associates to find out how we can help take your leadership and company to the next level. Call 408-988-2361 or email us by [clicking here.](#)

[www.karenmathews.com](http://www.karenmathews.com)

Our June edition of Intentional Leadership addresses the use of intuition as a leadership skill. It is one of the most neglected skills in the area of leadership, as if intuition doesn't exist in this context. Join me as we explore the use of intuition as a leader.

"Don't let the noise of other's opinions drown out your own inner voice. And most important, have the courage to follow your heart and intuition. They somehow already know what you truly want to become. Everything else is secondary."

--Steve Jobs, US computer engineer and industrialist (1955 - )

### **Reminder for Workshop**

Trust Building for Teams--a skill building workshop  
Monday, June 25, 7:30-10:30 am at Silicon Valley Capital Club in San Jose

Presented by: Mary Hiland, Ph.D. and Karen Mathews, MA

To Register, call 408-988-2361 or email us at [info@karenmathews.com](mailto:info@karenmathews.com)

First in a series of Trust in the Workplace workshops.

### • **Intentional Intuition (Read Time: 5 minutes)**

In my experience as a leader, intuition is one of the most valuable and useful tools and the one I depend on the most. If that sounds woo-woo to you, consider how, to what end and when we use intuition to help us achieve the results we want. Keep in mind that I am not talking about some kind of psychic impression but intuition that arises from our unconscious. The unconscious mind gives us a synergy of our experiences, learning, perception, wisdom and who knows what else, resulting in a prompt - often expressed as a "gut feeling" that gives us a knowing of how to act or what to look out for in a given situation.

There are three features of intuition that define it separately from straight logic. First, we get a feeling about a topic. It is either in the form of a feeling in the

complex the way to recognize our intuition is to notice if we are attached to the outcome or not. An ego driven message is definitely attached to the outcome whereas intuition is not.

A very real life example is one about making informed decisions. Most every leader I know has way too much to do and not enough time to do it in. Does this sound like you? If so, then it's likely that you already use your intuition to help you make decisions. Because of the amount of time we have available to review, digest information and analyze that data in order to make a sound decision, we arrive at a point that we go with our gut feeling. It creates within us a certainty that helps us to make the best decision. Let's be clear, it is a feeling that we have. We sense it.

If this example sounds like something grounded in logic, well, in one sense it is. I know, because I have done it, you can do a full analysis of a situation with a list of pros and cons and still get to the end of the process not knowing which option is the best. If you stop and consider listening to your gut feeling, this will likely give you the correct answer. Why? When we are overly analytical about things, we tend to disregard anything that seems illogical or incongruent with regard to our topic. When we listen to our intuition there is much more that we are considering. Aspects that appear to us as unrelated may indeed be profoundly related but our logical mind doesn't discern it. The genius of our unconscious does perceive it and gives us answers that are reliable.

Einstein actually had his most dramatic breakthroughs, including his famous formula  $E = MC^2$  using his intuition. He would go days pondering problems without eating or sleeping until he got to a solution. When he would finally get to a point of exhaustion still without a solution, the answer would come to him in a dream, sometimes daydreams. This was his unconscious mind - intuition - giving him the solution. Of course, he did the proof on the formula to ensure its accuracy with the assumptions outlined. As you probably know this is the foundation for Quantum Mechanics and Physics. This was very much out of the box thinking for his day and even today.

If we want greater ease developing cutting edge innovation we need to utilize all of our resources including our unconscious genius in the form of intuition. If you and your team are ready to move ahead of the competition and make change that takes you to the next level of excellence call us at 408-988-2361 or email us at

info@karenmathews.com.

[See www.karenmathews.com](http://www.karenmathews.com)

• **Applications for using Intuition (Read Time: 2 minutes)**

There are many opportunities for using intuition in the context of leadership. As you review the list below, think about times in your work that you have followed your gut feeling in dealing with these different situations. I think that you will be amazed at the number of occasions that you have used it and trust it to give you reliable information.

1. We frequently use intuition in our relationship building, this is especially important about knowing what to say and what not to say.
2. Timing is especially subject to our gut feeling. Outside of the project timing frame, how else do we recognize when the time is right to execute certain tasks?
3. Being politically sensitive. What works with some doesn't work with everyone.
4. Assessing risk and managing it. As leaders, it is necessary to take risk in ways that minimize our exposure to negative consequences but maximize the potential benefits.
5. How do we know who we can trust with sensitive information when we don't have many experiences to refer to?

As you can see by taking time to reflect there are likely a number of times that you have used your hunches or gut feelings as a leader. Using this skill intentionally and trusting it can be the key to quantum leap innovation.

Look for our July newsletter.

[For more about Karen Mathews & Associates, contact info@karenmathews.com...](mailto:info@karenmathews.com)