

Chapter 1 : Smashwords â€“ Strategy of the Dolphin: Scoring a Win in a Chaotic World â€“ a book by Dud

In Strategy of the Dolphin, the authors, innovative business experts, demonstrate that everyone will need to be a dolphin to survive the changes the future will bring. They speak directly to your needs, to your management style, reminding you that your way is perfect for your temperament and goals.

Users of the shark stage represent extreme left-brain, I-centered behavior. They believe in scarcity. Their perception is that there must be winners and losers. In any personal or business transaction, the shark stage user will attempt to take over or, if necessary, trade off. They seek total control of circumstances and solutions. Their understanding of "winning" includes a need to be right percent of the time and they will go to any extreme, including lying, to cover up their failures and shortcomings. Because they are addicted to winning, their creativity in fashioning outcomes is limited. When they fail, they are unable to try anything different or learn from their mistakes. Their fear of failure and belief in scarcity dictates their actions and reactions. Carps The first carp stage produces highly authoritarian and traditional thinking and choices while the second called the pseudo-enlightened carp, or PEC, in the book is much more open, innovative and inviting, at least in its surface manifestations. The main shared characteristic between the two carp stages is a tendency to be sacrificial, leaving occupants of these stages vulnerable to manipulation, particularly by users of the shark stage. The main divergence is that the former believes in the reality of scarcity and the later in the possibility of abundance. Users of the carp stages represent the extreme of right-brain, we-centered behavior. Like sharks, carps believe in scarcity; but unlike sharks, carps believe that their optimal survival strategy is to be appreciated or loved. Rather than winning, they focus their efforts on not losing what they currently have. Carp users fear confrontation, so their strategy in business or personal transactions is to give in or get out. Neither strategy, when used repeatedly, leads to positive outcomes. Both surrendering in a negotiation and abandoning a challenging situation lead to loss of equity in life or career. In the dynamic between sharks and carps, carp users inevitably lose. Like sharks, they are locked into a single strategy, and when they fail, they are incapable of shifting to a different strategy. Dolphins The introduction of the dolphin stage follows a discussion of the late John C. Lilly saw that dolphins, when not given expected rewards in training situations, did not continue to do the same tricks, but instead began to seek rewards through different behaviors. It is this adaptive learning behavior, as well as the creative pursuit of objectives, that set dolphins apart from sharks and carps in the model created by Lynch and Kordis. The dolphin type may use either shark or carp strategies, but the choice is dependent on the situation. If one way is unsuccessful, dolphins respond with other possibilities. They learn from their mistakes and the mistakes of others. Dolphins see the possibility of both potential scarcity and potential abundance, through solutions that involve "breakthrough" win-win strategies that build new value. The BrainMap Lynch and Kordis leverage the model of sharks, carps and dolphins to build a model of personality styles, incorporating values and objectives. Introducing the research into lobotomy patients, which showed the loss of ability to plan into the future or maintain a holistic view of the environment, they build a premise of forebrain and rear brain activity. As the right and left brain are roughly focussed on "I" and "we" thinking, the rear brain is geared to survival and preservation and the forebrain is the site of both broad thinking and forward-looking planning. Leaping Free of an Outdated Human Nature. The notable characteristic of this assessment instrument was the introduction of front and rear brain considerations at the time the mids when "whole brain" brain testing was commonly limited to studies and representations of the brain hemispheres only. Directly referencing the work of the late Dr. Graves, an American psychologist who studied the evolution of thinking skills and emotional and spiritual maturity, "The Pool" also incorporate the ideas of brain function by right-left and front-back brain concepts, linking these responses and behaviors to evolution of the human mind levels. The stages of evolution in "The Pool" are as follows: Lynch and Kordis barely describe this level, saying it is seldom encountered in the adult world, except in the mentally ill or senile. The Kinsperson, who lives for the good of the family, tribe, clan, or group to gain security Worldview 3: The Loner, who lives for personal gratification and seeks personal mastery, as well as power and dominance over others. The Loyalist, who lives within clearly defined rules and expectations to obtain stability and

confirmation of existing beliefs
Worldview 5: The Achiever, who lives for return on personal investments and to gain advancement of wealth and status
Worldview 6: The Involver, who lives for helping and participatory situations to gain personal and group learning and growth. The Choice-Seeker, who lives for high levels of freedom and personal choice, seeking stimulation and opportunities to enhance survival and quality of life for self and others
Each world view is a natural evolution from the previous one, as the previous strategy fails to meet some essential human need. All represent a right or left-brain focus, evolving from basic self-preservation to expansive action on the world. An example of such a transition is the movement of an alcoholic Loner to Alcoholics Anonymous Loyalist , because the Loner state offers no stability or building of sustaining life equity. The third testing instrument, MindMaker6, is based on this model. This instrument rates activity at each of the seven stages or worldviews. Business and personal use of these models are explained in the latter half of Strategy of the Dolphin with topics ranging from personal development to group dynamics.

Chapter 2 : The Strategy of the Dolphin - Anglais-Français Dictionnaire

His book, Strategy of the Dolphin: Scoring a Win in a Chaotic World (written with a colleague), was a Literary Guild alternative section, has been published in sev His book, Strategy of the Dolphin: Scoring a Win in a Chaotic World (written with a colleague), was a Literary Guild alternative section, has been published in seven languages and.

They are used to hunt other marine mammals such as walruses , sea lions, and seals, as well as penguins, sea birds, and even small baleen whales. Some reports indicate that deep-sea fish remains have been found in the stomach of some dolphins, pointing out that they may be able to dive up to meters deep to search for food. Imagine a compact group of thousands of fish going from side to side to avoid a set of predators. When the prey is already disoriented, the dolphins take turns entering the fish school from below and begin feeding themselves. Some others stay on the outer perimeter to avoid the fish to disperse. Herding is one of the most common methods of feeding that they use; This involves a pod working as a unit to get a school of fish to curl up into a tight ball. Then, they take turns to rush through and plow the center of that ball, eating all they can in the process. Other times, a pod goes to the coasts or the sandbanks to facilitate their task as these areas offer a great variety of fish and it is easier to catch them. Dolphins sometimes corral fish in shallow waters so they cannot escape. Dolphins learned to feed following fishing vessels. Bottlenose dolphins are the species that practices this more often, and it involves following trawl nets to feed on discarded fish and or those thrown back into the water by the fishers. They do not always hunt in groups. If necessary, dolphins also look for food individually. Orcas and other species herd their prey to the coasts or places where they will not escape and sometimes wait patiently until the victim makes a mistake and can catch them. There are some videos of orcas practically getting half of their body on the sand to the catch seals that feel safe in the seashore, in a move that has to be perfectly coordinated with the ocean waves. Sometimes dolphins beat the prey with their tails until they come out of the water and they catch them in the air with their mouths. Recently a particular behavior was discovered in bottlenose dolphins that inhabit the west of Australia: This unusual but sophisticated behavior is exclusive to females and their offspring. The concept of cooperative feeding involves driving the schools of fish to the shallow areas of the water. Sometimes, this is to the coast, or it could be to some natural barrier or even a subgroup of the dolphins making such function. Other species drive prey into muddy banks so that they can simply catch them. There are certain species of dolphins that use their flukes to stun their prey hitting them, and while the victims are still disoriented, they will feed on them. What is fascinating too is that in some locations the dolphins have learned to help the fishermen drive the fish into their nets. The payoff for dolphins is that they get to feed on the leftover fish that get out of the nets. Large pods use circular cooperative feeding. They divide into subgroups and then form circles surrounding schools of fish this way and continue to reduce the overall size of that circle before they take part in consuming them. Something very similar is the crossing cooperative feeding; This involves dolphins moving in a cross pattern with groups of them swimming in different directions, allowing the fish to be in the middle of the routes that dolphins have created. Such strategy is usually a good one to use around rocky shores and in shallow areas of small bays. Dolphins are intelligent , so they have the option to create different methods that fit their feeding needs. They have been seen mixing two or more of the mentioned feeding strategies into one session to get results. The ability to create such variations with ease and to build new formations is fascinating. The level of cooperation it takes among the dolphins in the pod is also noted. When meeting dolphins, either in aquariums or in areas that these cetaceans visit, humans can provide them with food, but this action is not good for them. Researchers point out that the fact that dolphins get quickly accustomed to being fed causing them to lose their natural hunting ability.

Chapter 3 : Strategy of the Dolphin: Scoring a Win in a Chaotic World - Sinopsis y Precio | FNAC

No sooner was Strategy of the Dolphin, the book, off the presses than readers were asking for a Dolphin-type guide to help in becoming a Dolphin thinker. That meant an "elegant" guide in the sense that there was a minimum of time and motion wasted for its user.

Guess what they saw when they checked back on them seven days later! In Part One of the article we presented the three characters in the Strategy of the Dolphin by Dudley Lynch and Paul L. Would you like to know the rest of the story and to find out how the strategy applies in the business context? What Happened in the Pool? The sharks, blinded by the threat of the unknown and making no distinction, started attacking their own. After a while, there were only a few sharks left and five dolphins in the pool. The sharks turned their attention to the dolphins. These friendly, sociable dolphins meant no harm, yet the sharks only saw enemies. The dolphins used various strategies to show their good intentions, but the sharks continued their attack. Working together, the dolphins circled the sharks. Did you know that if a dolphin gets wounded, the group delegates four dolphins to accompany their wounded peer to safety? The dolphin is the person who takes ownership of the task, who assumes full responsible for the results, successes and failures alike. He is able to adapt, to surf the wave of change. He is the leader who wants to succeed and to help his colleagues reach the top. He believes he lives in the world of abundance and knows there is always enough for everyone. He welcomes new ideas and consciously adopts the most appropriate strategy depending on the situation. Meanwhile, sharks and carps live in a world of scarcity, of resistance, where there are winners and losers. In these times of constant change that easily cause storms in the ocean, a major shift is taking place in our society, in our companies, in us. We live in the era of transformation of the leadership role, which requires a lot of flexibility on the part of every player: You can guess what will happen to the companies and executives who resist change, who cannot adapt! Are There Many Sharks in Your Company? You have certainly heard someone maybe even you! Usually it is the organizational culture that attracts a certain type of personality. You can either drive the corporate culture or be driven by circumstances. The culture and values are usually set by the management. If the corporate leadership establishes a climate of trust that promotes innovation, mutual assistance and collective interests, then a natural coexistence among the employees will reign. However, the decision must come from the leaders. Without their support, the change will be difficult, if not impossible. Often, there are sharks in certain business sectors that encourage the predatory behaviors. But even these sectors are expected to go through changes. Can the Carp and the Shark Change? The only constant is change! Of course everyone can change. If there is a will there is a way. Thus, the common carp evolves into the pseudo enlightened carp, who can then transform into a dolphin. A carp may want to stay a carp, or a shark may refuse to change, but it is in their benefit to learn about dolphins and their way of thinking. Otherwise, they may stagnate and get lost in the stormy seas. Sometimes when sharks meet a dolphin, they mistakenly think that they are dealing with a carp. In organizations, many people mistakenly believe they know all about dolphins, yet they hardly understand the specific characteristics of this personality. Until recently, many were unaware of the presence of a dolphin in their organization. How can they learn to be a dolphin themselves then? A smart shark could understand that he cannot win against a dolphin still he must recognize this fact and could be open for cooperation. For thousands of years humans have been resorting to a confrontational behavioral style that encourages resistance. This is what sharks are used to, this is what they expect. Instead, a dolphin speaks from the heart. His nonconfrontational attitude throws sharks off balance and disarms them, causing them to change their perspective, adapt their ways and be themselves. But first, the shark must want to change. But not all predators are the same. We invite you to read our article on toxic leaders. Applying a Dolphin Philosophy How do we improve the attitude of the carp and the shark, and optimize that of the dolphin? As mentioned earlier, a company that has existed for a long time has or will have an organizational culture that values integrity, authenticity, transparency, innovation and encourages initiative. However, by encouraging initiative, we can expect improvements and success, but also mistakes. To err is human, and it makes us better. There are no failures, only learnings! Know the expectations of your employees

as well as their motivations. This will help you delegate effectively and choose profitability objectives accordingly. An employee who achieves his goals has an increased level of happiness and a sense of wellbeing. He does not need to put others down to feel better. He knows he has the power to advance. Make sure you are fair. Make sure you have a code of ethics, a manual of standards and procedures, which were read and understood by all employees. Make sure you have a remuneration system that encourages teamwork rather than individualism, e.

Chapter 4 : The Strategy of the Dolphin in French - English-French Dictionary

Open Library is an initiative of the Internet Archive, a (c)(3) non-profit, building a digital library of Internet sites and other cultural artifacts in digital form.

Chapter 5 : The Strategy of the Dolphin - The Full Wiki

When it was first published in , Strategy of the Dolphin helped to invent the new field of life coaching. But the book's influence has gone far beyond the realm of helping people design and invigorate better lives.

Chapter 6 : Strategy of the Dolphin and Life Change

The original "Dolphin Strategy" theory and model "the one mentioned in speeches before the English House of Lords, at the Nobel Forum in Stockholm and in countless thinking skills growth and corporate training workshops around the world" was introduced in three books.

Chapter 7 : Strategy of the Dolphin: Scoring a Win in a Chaotic World by Dudley Lynch

From Wikipedia, the free encyclopedia. Strategy of the Dolphin: Scoring a Win in a Chaotic World ISBN is a business and self-development book written by Dudley Lynch and Dr. Paul L. Kordis.

Chapter 8 : Ecco the Dolphin " StrategyWiki, the video game walkthrough and strategy guide wiki

NLP I n their book, The Strategy of the Dolphin, Dudley Lynch and Paul L Kordis introduce us to two basic strategies, the Carp and the Shark.

Chapter 9 : The Strategy of the Dolphin by Nina Fateyenko on Prezi

Back to articles Part Two: THE STRATEGY OF THE DOLPHIN IN THE BUSINESS CONTEXT 8 May Several years ago, San Diego researchers placed 95 sharks and 5 dolphins in a large pool and let them live together for a week.