In search for meaning: how do you recognize intuition?

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SERVUS Servant-Leadership and Meaningful Work Symposium September 21st 2015
https://www.youtube.com/watch?v=c6X9-br--jM
What did you see?

- Attributing choice towards intuition
- Contradicting advice
- Hearing a voice
- Courage
- Experience with making decisions important
- Intuition related to what he wanted to do – affectively charged
Two neural systems:

Areas of the Brain Affiliated with System 1 Processing

- Superior Medial Frontal/Anterior Cingulate
- Posterior Cingulate/Precuneus
- Bilateral Angular Gyri

**SYSTEM 1 CHARACTERISTICS**
- Holistic
- Emotional; pleasure-pain oriented
- Behavior mediated by “vibes” from past experiences
- Encodes reality into concrete images, metaphors, and narratives
- More rapid processing; oriented toward immediate action
- Self-evidently valid; “experiencing is believing”

Areas of the Brain Affiliated with System 2 Processing

- Bilateral Middle Frontal Region of the Lateral Prefrontal Cortex

**SYSTEM 2 CHARACTERISTICS**
- Analytical
- Logical; reason oriented
- Behavior mediated by conscious appraisal of events
- Encodes reality in abstract symbols, words, and numbers
- Slower processing; oriented toward delayed action
- Requires justification via logic and evidence

*From Farrell, Goh, and White (2014)*
Current definition intuition

Affectively charged judgment that arises through rapid, holistic and unconscious associations

(Dane & Pratt, 2007: 40)
Focus on time-pressed situations

- Situations that fuel intuition are characterized as uncertain, complex, undefined and time-constrained.

- Empirical examination in emergency or time-pressed situations for nurses, managers, firefighters and police officers (e.g. Klein, 1999; Langan-Fox & Vranic, 2011)

- Limited detailed accounts of organizational decision-making with less clear time constraints.
What if you have more time?

- How could you still attend intuition?
- How do you recognize intuition in these situations?
- How do you experience it?
Mode of reception is a personal matter:

- Role of the body and other modes of reception in these experiences unclear (Dane & Pratt, 2007; Agor, 1986)

- Intuition could be knot in the stomach (Hayashi, 2001)

- More research needed into the experiential nature of intuition
Exercise intuitive experience

- Silently try to recall an intuitive experience

- Discuss your experience in groups of 4:
  - Can you describe how and where you experience it?
  - What else was relevant in this experience?
  - Was this experience meaningful? Explain.

- Share your conclusions with the group
Wrap up

- Description of nature of intuitive experiences

- Other elements that were relevant in the experience

- Meaningfulness of experience?

The intuitive mind is a sacred gift and the rational mind is a faithful servant. We have created a society that honors the servant and has forgotten the gift.

- Albert Einstein
Thank you. Questions?

For questions or (thesis) interest, contact me at:

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For further reading:

- *Exploring intuition in management*, Dane & Pratt (2007),
- *Educating Intuition*, Hogarth (2001)
- *Thinking fast & slow*, Kahneman (2011)
- *Awakening intuition*, Vaughan (1979)