WE MAKE MORE SENSE THAN ME
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TRIAD EXERCISE

1. Find 2 people that you want to work with for the rest of the session.

2. Share with one another:
   - Where were you born?
   - How many siblings do you have?
   - What was your biggest challenge growing up?
Sensemaking
The Sensemaking Cycle

Source: Michael Hamman

SENSING
MAKING SENSE
ACTION LOGIC
RESPONDING

Source: Michael Hamman
Collective Sensing

What do you see?

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Collective Sensing
Development of Action Logic

Opportunist | Diplomat | Expert | Achiever | Individualist | Strategist

Traditionalist | Modernist | Post-modernist

Early | Later
Triad Discussion

If you think about last week,
can you identify the action logic levels you
drew on?
COLLECTIVE SENSEMAKING

MAKING SENSE (collective)

SENSING (individual)

ACTION LOGIC

RESPONDING

Source: Michael Hamman
Relational System
Topic

Disequilibrating
Salient
Emotionally Engaging
Interpersonal
PICK **ONE** OF THE QUESTIONS BELOW AND HAVE A BRIEF DISCUSSION IN YOUR TRIAD:

What are the relationship systems in your life like?

*OR*

How would your relationship systems support / or not these kinds of conversations?

*OR*

What are you learning about solving problems collectively?
Sensemaking Practice
Modeling a collective sensemaking conversation

Participants:

Michael Hamman
Lisa Cooney
Jason Knight

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Time To Practice!

WE WILL DO COLLECTIVE SENSEMAKING IN YOUR TRIADS NOW

**Step 1**  Pick a topic that is:

- Disequilibrating
- Salient
- Emotionally Engaging
- Interpersonal

**Step 2**  Try and go through the 3 stages – *Sensing, Sensemaking, Respond* – very deliberately

We have put example questions for each of the 3 stages on your table

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Some Tips and Tricks

1. Stay in sensing; resist urge to make sense too quickly

2. Resist giving advice; focus on the thinking that is producing the thoughts

3. Watch for body cues e.g. nervous laughter, starts and stops, deep sighs, shifting in seat, hands moving to face

4. Try just blurting out what you’re thinking (you’re not wrong!!!) Trust your partners to use it and lead you to the next thing.
Closing