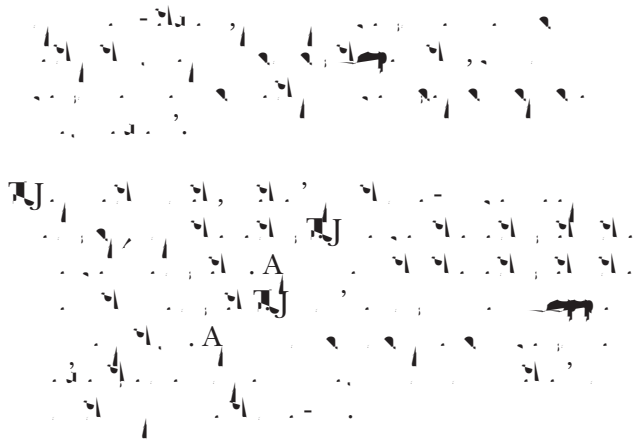




ent

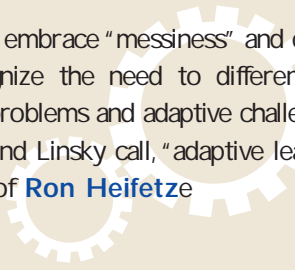




In your book, you uncover four steps in the process of thinking and deciding. The first, which you call 'salience' revolves around the question 'what are the things that matter' in any given situation. How would an integrative thinker approach this step?

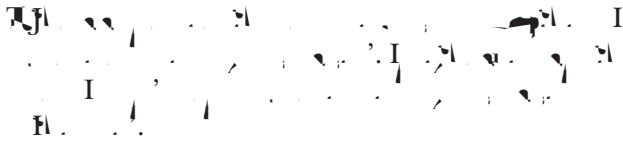
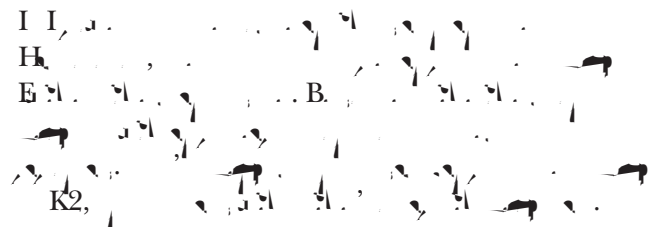
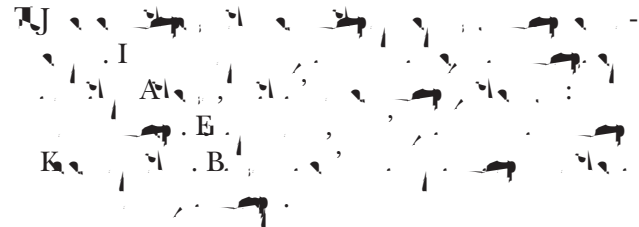
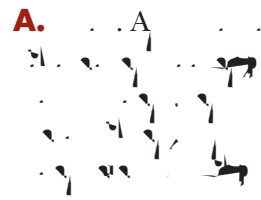
A. He would...

Integrative thinkers embrace “messiness” and complexity. They recognize the need to differentiate between technical problems and adaptive challenges and, what Heifetz and Linsky call, “adaptive leadership”. See a video of [Ron Heifetz](#)

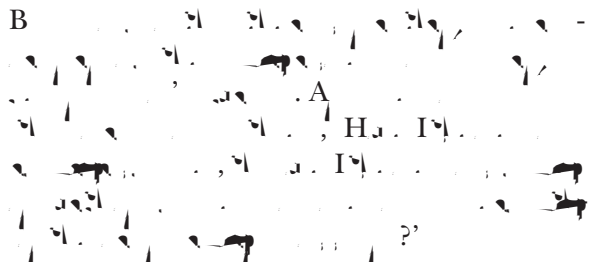
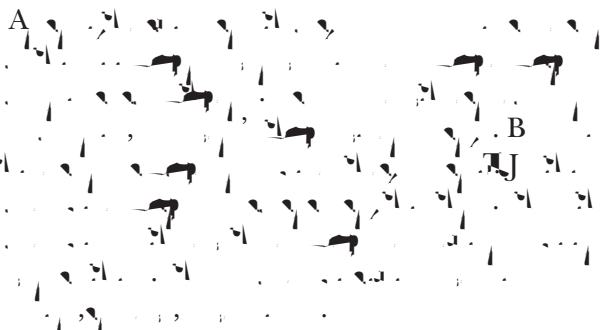


In the third step, called ‘architecture’, you talk about how to approach working through the problem, and deciding what tasks to undertake in what order.

“...the key... lies in keeping the whole in mind while working on the individual parts.”



The second step in the process, which you call ‘causality’ has to do with identifying the relationships between salient factors.



1. The first part of the text discusses the importance of maintaining accurate records of all transactions, including sales, purchases, and expenses. This is essential for ensuring the accuracy of financial statements and for identifying areas where costs can be reduced.

A. The second part of the text discusses the importance of maintaining accurate records of all transactions, including sales, purchases, and expenses. This is essential for ensuring the accuracy of financial statements and for identifying areas where costs can be reduced.

A. M. J., B. J. J., C. J. J., D. J. J., E. J. J., F. J. J., G. J. J., H. J. J., I. J. J., J. J. J., K. J. J., L. J. J., M. J. J., N. J. J., O. J. J., P. J. J., Q. J. J., R. J. J., S. J. J., T. J. J., U. J. J., V. J. J., W. J. J., X. J. J., Y. J. J., Z. J. J.

Figure 200. A. J. J., B. J. J., C. J. J., D. J. J., E. J. J., F. J. J., G. J. J., H. J. J., I. J. J., J. J. J., K. J. J., L. J. J., M. J. J., N. J. J., O. J. J., P. J. J., Q. J. J., R. J. J., S. J. J., T. J. J., U. J. J., V. J. J., W. J. J., X. J. J., Y. J. J., Z. J. J.

Figure 200. A. J. J., B. J. J., C. J. J., D. J. J., E. J. J., F. J. J., G. J. J., H. J. J., I. J. J., J. J. J., K. J. J., L. J. J., M. J. J., N. J. J., O. J. J., P. J. J., Q. J. J., R. J. J., S. J. J., T. J. J., U. J. J., V. J. J., W. J. J., X. J. J., Y. J. J., Z. J. J.