

# WhitePaper: The OrgIQ Model

The Theory behind OrgIQ



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# **Model Elements**

# Perspective and Jobs: A New Paradigm for Work: Purpose over Roles

In the evolving landscape of modern organizations, a transformative shift is underway, one that moves us from the traditional emphasis on roles and hierarchies to a focus on purpose and vision. This shift is encapsulated in the interplay between two conceptual frameworks that are redefining the workplace: the Clockwork and the Neuronal Network. Together, these frameworks offer a new perspective on organizational structure and function, emphasizing fluidity, purpose, and self-organization over rigid roles and predefined paths.

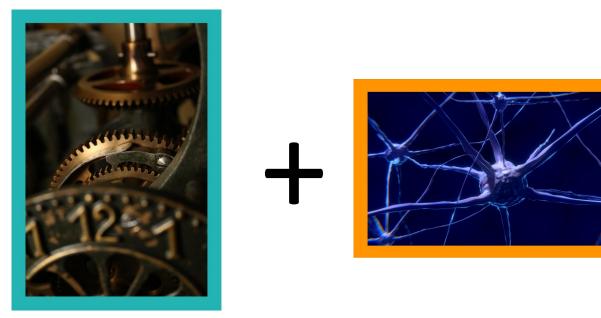


Figure 1: In complex systems there is not one truth. Every useful perspective is valid. This is where we start: Use the most common perspectives we have anyway. We don't need to change it, just utilize it differently.

#### The Essence of Clockwork: Purpose, Vision, Direction

The Clockwork framework represents the strategic core of an organization, holding the key to its overarching purpose, vision, and direction. It's the foundation upon which the organization's objectives are built, offering a clear and compelling why that informs every action and decision. This clarity of purpose ensures that all members of the organization are aligned towards a common goal, transcending traditional job titles and roles in favor of a unified mission.

In this realm, leadership is redefined. It is no longer about managing people and tasks within a fixed hierarchy but about inspiring and guiding the organization towards its vision. Leaders within the Clockwork framework are custodians of the organization's purpose, ensuring that this guiding light remains clear and constant amidst the complexities of the modern business environment.

#### The Dynamism of the Neuronal Network: Practice and Self-Organization

Where the Clockwork sets the direction, the Neuronal Network breathes life into it, translating strategic vision into practical action. Drawing inspiration from the intricate workings of the human brain, the Neuronal Network represents the organization's operational framework. It's a vibrant, self-organizing system where teams and individuals dynamically align their efforts towards the shared purpose, navigating challenges and seizing opportunities with agility and creativity.

In this model, traditional roles and job descriptions give way to fluid functions and responsibilities. Members of the organization are empowered to leverage their unique skills and passions, organizing and reorganizing around projects and challenges in a way that maximizes impact and fosters innovation. This level of adaptability and self-direction is made possible by a shared understanding of the organization's purpose, ensuring that every action, no matter how small, contributes to the overarching vision.



#### Leveling Processes and Tools: The Symbiotic Relationship

The seamless operation of the Neuronal Network is supported by the leveling of processes and tools, ensuring that the organization's infrastructure facilitates, rather than hinders, agile response and innovation. This involves adopting technologies and methodologies that support decentralized decision-making and rapid iteration, allowing the network to respond dynamically to internal and external stimuli.

This symbiotic relationship between the Clockwork and the Neuronal Network represents a profound evolution in the concept of work and organizational design. By placing purpose at the core of its structure, an organization becomes more than a mere collection of roles and responsibilities. It transforms into a living system, where every member is aligned towards a common vision, empowered to act, and equipped to adapt, ensuring that the organization not only survives but thrives in the complex, ever-changing landscape of the modern world.

# **Understanding Structure**

In the complex landscape of organizational structures, we navigate between the official, visible world of Clockwork and the hidden realm of the Neuronal Network of relationships and trust. These two worlds, one painted in shades of teal to symbolize the clear, official organigram, and the other in hues of orange, representing the deeper layers of relationships and trust, coexist within every organization. Yet, the dynamics of each are fundamentally different.

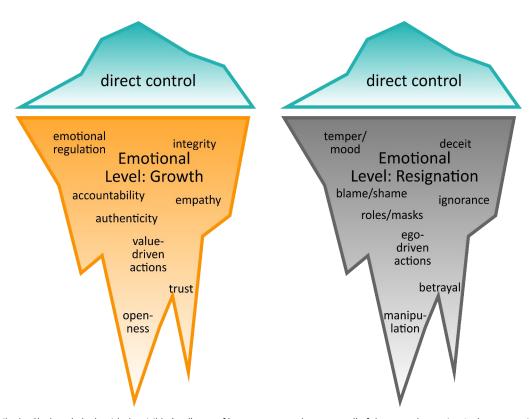


Figure 2: While the Clockwork deals with the visible (teal) part of humans, we need to access all of the messy humanity. And we recognize that the reality might not be perfect. We have (a mox) of two worlds. An emotional state focused on growth, healing, and a flourishing system, while the other is in resignation.

#### Clockwork: Assumptions vs. Reality

The Clockwork concept shapes the official organigram of an organization, dictating clear structures and hierarchies. However, it operates under the assumption that these structures and directives will be followed as laid out. This perspective can command the teal structure—the visible, official layer—but whether the orange structure—the network of relationships and trust—follows suit is beyond its direct control. Assuming that the hidden network of relationships will automatically align with the official directives can lead to absurd outcomes. It's crucial to recognize that this invisible structure is always initially undefined.



# The Spectrum of Relationships: From Teal to Orange

If an individual is 'orange'—capable of forming relationships—they will test the waters for trust and openness. If found, they will nurture and expand these connections in both directions, deepening the relationship. Without this, interactions remain superficial, mere official contacts lacking depth and foundation. Conversely, a 'grey' individual, one who mistrusts themselves and others, cannot cultivate these 'orange' connections, remaining entrenched in suspicion and resignation.

Moreover, the capacity for relationships is limited within any hierarchy. While one may have numerous contacts, the depth of connection, akin to the concept of Dunbar's Number, can only extend to a few.

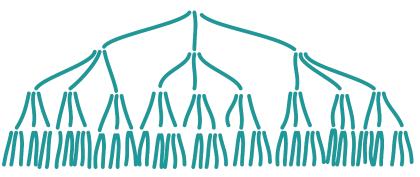


Figure 3: Installing a hierarchy creates a forced structure. In the Clockwork everything is fine and clear.

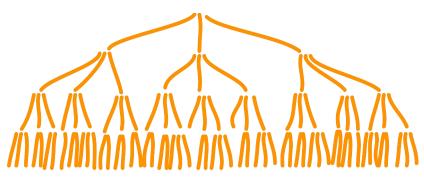


Figure 4: The implicit assumption: I install "leaders" and everyone is happy and we all trust each other. But trust will follow our capability for building relationships. And our sympathy.

Furthermore, the notion of "inner resig-

nation" (characterized by mistrust and resignation) exists on a continuum, a slider of sorts. It would be invaluable to discern where individuals lie on this spectrum of 'gray' to 'orange'. In the classic Clockwork we have a blind spot at this point.

Robin Dunbar's famous number, originally set at 150, has long been the benchmark for the maximum number of stable social relationships a person can maintain. However, recent updates and expansions on this concept have pushed us to reconsider and refine our understanding of human social capabilities. The "updated" Dunbar's number suggests that while the core idea remains robust—the human brain has a limited capacity for managing social connections—this capacity can vary significantly among individuals and is also influenced by factors such as technology, social media, and changing societal norms.

This gives us an impression for our capability of building networks. In average we can calculate with up to 5 close relationships (40% of the time) and up to 10 loose relationships (20% of our time). The rest is just "contact", whether real or virtual.

This nuanced view acknowledges the complexity of modern social networks and the ways in which digital communication tools have expanded, yet simultaneously fragmented, our social horizons. The essence of Dunbar's theory, the intimate circle of close relationships, remains critically important, but the outer layers of acquaintances and connections now extend in ways previously unimagined, challenging us to navigate a more complex social landscape while striving to maintain meaningful connections.

#### Clockwork and Network: Simplification vs. Personal Connections

Clockwork allows for a simplified model of the entire system, a macro perspective that can overlook the intricacies of personal connections, which are visible only within the personal network of relationships, each individual bound by their own Dunbar's Number.



In essence, organizations are not merely mechanical entities but living systems, vibrant with the unseen forces of personal connections and trust. The challenge lies in navigating these two worlds—the structured clarity of Clockwork and the nuanced complexity of personal networks—to foster an environment where both can coexist and enrich the organizational tapestry. Recognizing and valuing the hidden network of relationships as much as the

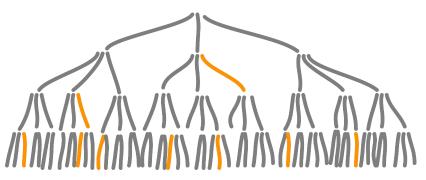


Figure 5: The reality behind the defined teal structure. More likely than not, the enforced connections will not work. (Orange for trust, grey for mistrust/resignation.)

official organigram is key to unlocking the true potential of an organization, bridging the gap between the teal clarity of structure and the orange warmth of human connection.

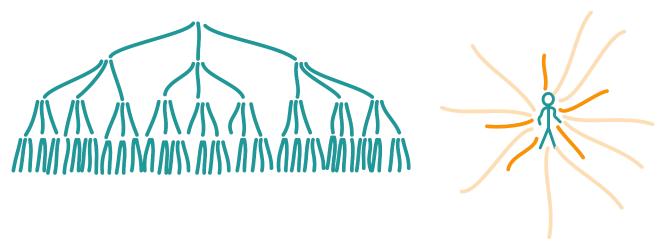


Figure 6: The advantage to have the two worlds is that we don't need to solve everything in one model, which is impossible. We have one model for purpose and structure (the organizational narrative), and another one for relationships and the reality of complexity, which can only managed in a decentralized manner.

The model on the right should visualize Dunbar's number: around 5 close relationships (dark orange) and up to 10 loose relationships (light orange).

### **Keeping 5 Colors in Mind**

Navigating the complex landscape of organizational dynamics can be visualized through a palette of five essential colors, each representing distinct elements of our work environment. Teal represents the familiar territory of our known world, the surface level where the organizational structure and culture are visible and explicit. However, delving deeper into the iceberg model reveals a more nuanced spectrum of orange and gray, colors that symbolize the underlying relationships and attitudes within the organization.

To simplify, we categorize these relationships into two shades per color, acknowledging their unique qualities while keeping the model accessible. Orange, for instance, is split into close and loose connections, each carrying distinct implications for collaboration and communication. Close connections, rich in trust and mutual understanding, are the lifeblood of a vibrant organizational culture. In contrast, loose connections, though weaker, hold potential for growth and strengthening over time.

Gray represents the more challenging aspects of organizational dynamics, where mistrust and disconnection lie. Dark gray is emblematic of deep-seated mistrust, harboring individuals who may feel disconnected from the organization's purpose, often resulting from prolonged disappointment. This shade is often associated with "toxic behavior," where negative attitudes can undermine the collective culture. Light gray, on the other hand, indicates a different facet of toxicity—supportive of a toxic system yet not inherently malignant. Found frequently in organizations teetering on the



brink of instability, these relationships are characterized more by dependency than genuine connection. However, they hold the potential to transform into healthier, light orange connections with the right systemic adjustments, particularly through clear direction and purpose.

Understanding these colors and their shades provides a roadmap for navigating and enhancing organizational health. It enables leaders and team members alike to identify, address, and evolve the underlying dynamics that shape their work environment, aiming for a cohesive, resilient, and purpose-driven organization.

# **Understanding Leadership**

Leadership transcends the mere act of decision-making; it is the art of instilling such a profound clarity of purpose that every member of the team inherently makes choices aligned with the collective vision.

This concept shifts the paradigm from leaders as decision-makers to leaders as visionaries who embed the organization's purpose so deeply into its culture that individuals are not just executing tasks but are actively participating in the realization of a shared dream.

The moment a leader finds themselves consistently making decisions for others, they step back into the realm of micromanagement, focusing on people rather than purpose, and thus, fail to truly lead. The essence of leadership, then, lies in the singular responsibility of crystallizing the purpose so unmistakably that the quality of decisions made across the board reflects the leader's effectiveness.

The perceived loneliness of leadership is, in reality, the isolation born from a need to control. It's a stark reminder that without openness, without forging genuine relationships, leaders risk navigating their journey ensconced in solitude—a 'gray tree' overseeing its domain, detached and distant. True leadership, therefore, involves breaking free from the confines of control, embracing vulnerability, and cultivating a network of relationships rooted in trust and shared ambition, dispelling the myth of solitude as leaders together with their teams, chart a course towards a common horizon.

#### The Model

The model is very simple. Just a combination of proven elements. No rocket science, it's basically common sense. So please see it as a reminder of what you already know.

We use the already introduced colors here again. Orange shows the focus on the emotional level, while teal is the visible level, and the scope of the Clockwork.

Keeping this in mind, we take a quick look on the eight elements of the OrgIQ model.

#### **Purpose**

Understanding the fundamental "why", the purpose, behind your actions is not just motivational advice; it's a powerful strategy for effective leadership and management. When you clarify your purpose, you speak directly to the limbic brain, the part of our minds that processes emotions and drives.

Purpose

Results

Trust

Productivity

Network

Accountability

Commitment

Figure 7: The core model of OrgIQ.

This emphasis on purpose can't be overstated—it

should guide at least half of all steering and process management decisions. Why? Because once the "why" is clear, every other aspect of management becomes straightforward. Even in the absence of established processes, a strong sense of purpose ensures that individuals will inherently do the right things, tapping into the latent potential of complex systems.



By providing clear direction, you empower these systems to evolve, innovate, and find their own ways of achieving objectives ("the how" and "what"). This is where leadership truly shines. Leaders excel by maintaining a laser focus on the "why," leaving the "how" and "what" for the system to determine. This approach prevents micromanagement—a common pitfall that not only drags leaders away from their core competencies but can also transform them from being sources of inspiration to becoming part of the problem. Thus, embracing this mindset is crucial; it's about understanding that recognizing and adhering to the "why" is what enables both individuals and systems to flourish creatively and effectively.

#### Trust

Trust, an integral component of any relationship, isn't something that can be demanded or enforced; it is meticulously constructed over time. According to Brené Brown, a leading researcher on the subject, trust is the stacking and layering of small moments and actions that show you are someone reliable. It involves being brave enough to be open and vulnerable with others, demonstrating that it's safe to do the same. This vulnerability, as Brown articulates, is the birthplace of innovation, creativity, and change.

Trust creates a "Safe Space," a concept where individuals feel secure enough to express themselves fully, to experiment, and, inevitably, to encounter failure. The beauty of trust lies in its ability to transform failure into a stepping stone for growth and creativity. Without trust, the fear of judgment or reprisal stifles the natural creative process and inhibits the potential for innovation. Therefore, fostering trust within relationships—whether personal or professional —is about more than just reliability; it's about creating an environment where courage, vulnerability, and creativity flourish, paving the way for meaningful connections and breakthrough innovations.

#### Truth

Truth, in its most profound sense, is not simply stumbled upon but discovered through the complex dynamics of relationships, serving as the bedrock for solutions. This exploration transcends mere honesty; it presupposes a foundation of trust, where honesty and a deeper level of openness are inherently expected. When we delve into the concept of truth, we're engaging with the essence of a system—seeking the optimal response to challenges or problems that arise within it.

This quest for truth often involves a rigorous process, a kind of intellectual wrestling match, where the objective is not to defend personal opinions but to discern what is ultimately best for the system as a whole. Crucially, this pursuit does not compromise the integrity of relationships. Instead, it flourishes within the confines of a "Safe Space," a sanctuary from the distortions of politics and deceit. Within such a space, truth emerges as a collective discovery, free from the perils of external pressures, ensuring that the path to resolution enhances rather than endangers connections. In this environment, truth is not an imposition but a shared journey towards understanding what genuinely serves the system's well-being, embodying the principle that only in a realm of safety and trust can the truest answers be found.

#### **Commitment**

Commitment, at its core, is a deliberate choice—an act of selecting a path or a truth among many and dedicating one-self to it unwaveringly. This profound decision to commit is deeply intertwined with the human need to feel seen, heard, and understood before the commitment. (see Truth above) This highlights the indispensable role of trust and relationship as its foundation. In the vast expanse of possibilities that life and work present, the act of choosing a direction signifies more than just making a decision; it embodies the courage to prioritize what we believe is the optimal course of action for the system as a whole.

This choice often requires setting aside personal preferences in favor of what promises the least resistance and the greatest benefit for the system. Commitment, therefore, is not merely about adherence to an idea or opinion but about a shared conviction that a chosen path, even if not one's own suggestion, represents the best available option for the system at present. It is a testament to the strength of relationships and trust within a group that individuals can rally around a common goal, recognizing that true commitment arises from a collective belief in a direction that serves the common good, guided by the principle that what is best for the system ultimately benefits everyone within it.



#### **Accountability**

Accountability transcends mere responsibility; it is an embodiment of one's values, a mirror reflecting the depth of our commitment to what we stand for. It stands as the bedrock of trust and the realization of our core values, weaving an intangible yet pivotal thread through the fabric of any organization or relationship. The essence of accountability lies not in grand gestures but in the consistent, everyday actions that align with proclaimed values. The slightest deviations, such as minor dishonesties or omissions, serve as critical warnings, underscoring the fragile nature of trust.

In a world where power dynamics often eclipse moral compasses, accountability becomes a rare commodity, challenging the notion that values can be averaged out or compromised on. The stark reality is that there are no half measures in living one's values; a single breach can unravel the collective faith in shared principles, a truth we often find hard to confront.

The judiciary system, in its ideal form, serves as the guardian of these societal values, operating independently from the systemic hierarchies that might otherwise influence its judgment. This concept of guardianship extends beyond the formal legal framework, suggesting that within every community or organization, there should exist neutral arbiters dedicated to upholding shared values. Yet, the process of maintaining accountability should not be a solemn endeavor; it offers a unique opportunity for growth and learning. Embracing accountability with a sense of openness and even humor can transform it from a burdensome duty into a vibrant, enriching journey towards collective integrity and trust.

By leveraging these strategies, organizations can achieve more than just theoretical adherence to their Code of Conduct; they can ensure its principles are lived and breathed in everyday actions, not just enshrined in documents.

#### **Productivity**

Productivity, in its essence, is the tangible manifestation of accountability in action, a dynamic interplay between commitment and execution.

Delving into the concept of Flow, as articulated by Mihaly Csikszentmihalyi, offers a profound understanding of peak performance as a delicate balance within a Safe Space. Flow emerges at the nexus of challenge and skill, where the potential for anxiety from overwhelming demands perfectly counterbalances the ennui of under-stimulation. This equilibrium, often described as the Anxiety-Boredom Continuum, is crucial not just for maintaining productivity but for fostering an environment where creativity and satisfaction thrive.

To truly harness and optimize this state, organizations must become adept at measuring and calibrating the level of challenge and engagement, ensuring that employees operate within this optimal zone.

The approach to sustaining this balance in an intelligent organization is to leave this to the network. To an enabled network, which is practiced in self-regulation, which in case is based on the ability to emotional regulation of it's individuals.

Embracing this nuanced understanding of productivity through the lens of Flow invites a shift towards a more holistic view of performance, one that values competence, well-being, and the creation of Safe Spaces as integral to achieving and sustaining high levels of productivity.

#### Results

Results serve as the tangible evidence of our efforts and intentions, embodying the principle of "reaping what we sow." They act as crucial feedback, offering a mirror to reflect whether our purpose is not only clear but also deeply understood and embraced.

"What is thought is not always said; what is said is not always heard; what is heard is not always understood; what is understood is not always agreed; what is agreed is not always done; what is done is not always done again."

Most likely falsely attributed to Konrad Lorenz – Austrian zoologist and ethologist, Nobel Prize in Medicine 1973 (1903-1989).



This cycle of comprehension and internalization is vital, as it underscores the journey from mere awareness of a concept to its full acceptance and integration into action. When evaluating results, it's imperative that we draw a direct line to the "real metrics," those key indicators that genuinely reflect the progress and impact of our endeavors. Such metrics ensure that results do more than just validate our purpose; they also have the power to inspire and propel us forward.

This dynamic interplay between purpose, action, and feedback creates a self-reinforcing cycle, where the clarity and acceptance of our collective goals continuously shape and refine our path to achievement. By measuring results against meaningful metrics, we not only assess the efficacy of our actions but also reinforce the alignment between our aspirations and our outcomes, ensuring that every success brings us closer to the realization of our shared vision.

#### Network

The concept of the network within organizations transcends traditional structures, aiming to illuminate the myriad hidden relationships that pulse beneath the surface. While the idea of mapping these connections as one would an organigram might seem intrusive, even fostering mistrust, acknowledging their presence for all to engage with strikes a balance between visibility and discretion.

This approach integrates the nuanced, often intangible web of interactions into the formal discourse, embracing its complexity rather than attempting to dominate it. History has shown us, through the rapid spread of rumors, how efficiently information travels along these invisible pathways, outpacing official channels with ease. This phenomenon highlights an opportunity rather than a challenge: the potential to harness this network for fostering creativity, enhancing communication, and achieving a seamless internal "translation" among diverse worldviews within the organization.

Understanding that every "tribe" within the organization is interconnected, often by no more than three degrees, and that any individual can be linked to another through a maximum of five jumps opens up a strategic avenue for communication and alignment. By leveraging these connections, we can effectively disseminate information and align actions with the organization's common purpose, capitalizing on the principle that people are most receptive to messages from trusted sources. This strategy not only optimizes the flow of information but also strengthens the sense of community and shared mission across the organization, demonstrating that when we acknowledge and engage with the hidden network, we tap into a powerful tool for unity and progress.

Recognizing the intricate balance between the structured clarity of the Clockwork and the dynamic fluidity of the Neuronal Network necessitates a fresh approach to tooling within organizations. This requirement draws inspiration from the realm of software development, where the designed architecture is routinely validated against the practical realities of the codebase. Similarly, for enhancing Organizational Intelligence (OrgIQ), there's a pressing need for descriptive tools that can reflect the actual dynamics of collaboration within the Neuronal Network.

These tools must be capable of capturing and presenting the complexities of internal collaborations and relationships in a manner that is both accessible and comprehensible. Their objective is not just to map out connections but to provide insights that align with the organization's overarching narrative as laid out by the Clockwork framework. This alignment is crucial; without it, there's a risk of losing the direction and clarity of purpose that guides the organization. If the Neuronal Network—representing the spontaneous, organic interactions and collaborations within the organization—fails to resonate with the structured vision and direction provided by the Clockwork, disconnects emerge.

Therefore, the adoption of such tools¹ are not merely a matter of operational efficiency but are essential for maintaining the symbiotic relationship between the organization's vision and its everyday practices. By ensuring that the narrative of the Clockwork accurately reflects the realities of the Neuronal Network, organizations can preserve their strategic direction while fostering an environment where creativity, innovation, and collaboration flourish. This holistic approach ensures that the network can not only connect with but also enhance the Clockwork, sustaining a dynamic equilibrium that propels the organization forward.

From experience it's mostly about the usage perspective. Many existing tools can be used in a manner supporting the Neuroanl Network approach. When we start thinking both ways, we get the tools aligned.



# Disclaimer: How to Fulfill Process Compliance Standards in a Complex Organization?

#### Navigating Complexity: The Symbiosis of Clockwork and Neuronal Networks

In the vast expanse of organizational dynamics, two perspectives emerge as beacons of clarity and adaptability: the Clockwork and the Neuronal Network. These paradigms, though distinct in their approaches, are not rivals but allies in the quest to navigate the intricacies of modern organizations. Together, they offer a comprehensive model where the Clockwork sets the direction and the Neuronal Network embodies the execution, seamlessly blending structured guidance with adaptive execution.

#### The Clockwork Directive

The Clockwork perspective serves as the strategic compass of an organization, providing clear direction and ensuring that the intricate machinery of operations aligns with overarching goals. It simplifies the inherent complexity of organizational processes for external stakeholders, translating the dense fabric of internal activities into a coherent narrative. This translation is vital for meeting the requirements of quality management standards like ISO 9001, where the emphasis is on the clarity and effectiveness of processes.

Example: Consider a manufacturing firm seeking ISO 9001 certification. The Clockwork perspective would distill the complex array of production processes into a streamlined process map, highlighting key activities, checkpoints, and outputs. This map not only facilitates external communication with certifying bodies but also provides internal clarity, guiding employees through the quality management maze.

#### The Neuronal Network: A Living System

In contrast, the Neuronal Network perspective captures the organic, dynamic nature of an organization. It reflects the reality that the 'network does the work,' where processes and decisions emerge from the interactions within this living system. This perspective values adaptability, recognizing that in a complex environment, solutions and innovations often arise from the bottom up.

Example: In the realm of software development, adhering to ISO 330xx standards requires a balance between established processes and innovative flexibility. A project team, functioning as a neuronal network, might utilize agile methodologies to adapt rapidly to changing requirements while still documenting their processes in a manner that aligns with ISO standards. This approach enables them to meet the dual objectives of compliance and innovation.

#### Synergistic Integration: The Best of Both Worlds

The true power lies in integrating the Clockwork and Neuronal Network perspectives, leveraging their strengths to navigate the challenges of standard compliance and internal complexity. The Clockwork provides the strategic framework and compliance road-map, while the Neuronal Network ensures agility and innovation within that framework.

Example: A healthcare provider aiming to improve patient care while adhering to quality standards might employ the Clockwork perspective to define the overall patient care strategy and compliance targets. Concurrently, individual care teams (Neuronal Networks) innovate on patient engagement and treatment plans, tailoring approaches to individual patient needs within the strategic framework provided by the Clockwork.

#### **Conclusion: A Harmonized Approach**

The integration of Clockwork and Neuronal Network perspectives heralds a new era in organizational management. By balancing the need for strategic direction and standard compliance with the capacity for innovation and adaptability, organizations can thrive in an ever-changing landscape. This harmonized approach ensures that the direction provided



by the Clockwork does not stifle the innovative impulses of the Neuronal Network but rather, that each perspective enriches the other. The result is an organization that is not only compliant with external standards but also vibrant with internal dynamism and creativity, poised to meet the challenges of today and tomorrow.