

ORGANIZATION FOR INTERNATIONAL COOPERATION

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Ontology Based Breakthrough Services

Guidelines for Consultant Conference Calls and Other Tasks

“The unleashed power of the atom has changed everything save our modes of thinking. Thus we drift towards unparalleled catastrophe.” -Albert Einstein, 1948

It is critical that those having exploratory discussions with the consultants whose services we advocate, attain maximum clarity sufficient for appropriate decision making and for taking the discussion to the next step.

It is our goal that prospective users are fully informed about the application, programs, processes, background, benefits and implementation of these breakthrough services. With that goal in mind we have found it necessary to structure exploratory discussions in such a way as to produce that clarity and not to waste anyone’s time. The calls usually take 45 minutes to one hour.

Who should be on an exploratory conference call with the consultants:

1-Those who have shown that they would move heaven and earth to produce unprecedented breakthrough results in their challenges. We have found that such individuals concentrate their questions on the dynamics, application, benefits, background and implementation of the services.

They are people who interface with challenges and ideas on the basis of reasons *why things can work out* versus reasons *why they may not*. They have a courageous, positive, optimistic, entrepreneurial, ground breaking and *“can do”* way of being. They reflect the thinking and behavior of people like Edison, Gandhi, Martin Luther King Jr, Einstein and others.

They are people who would take the discussion on to succeeding steps expeditiously with enthusiasm versus those who would come up with endless invalid excuses for delays. We recognize there are valid excuses and we are clear about the difference. They are people who know and can admit that they do not know all the answers. They demonstrate open-mindedness.

Typically those who do not fit the above description focus their thinking on reasons why things are not possible. Thus their questions and comments reflect that context of thinking. Someone running up a down escalator in their thinking would only be wasting their important time and ours in discussing this.

2-The second requirement for officials to be on an exploratory conference call is that they must be those with decision making authority or they are a critically important part of their organization’s decision making process.

Our conference calls are not for those who have nothing more at stake than following the requests of superiors or others to speak with us.

Given the high level of seriousness attached to these services, discussions with those not appropriate will waste everyone’s time, create needless misunderstandings and delay the use of these vital and urgently needed services. It is worth restating that we face an increasingly more dangerous world daily with our most serious national, regional and global threats not being resolved.

Succeeding Steps

Important

It must be clearly understood that to discuss this with third parties who were not on the call, must involve the consultant in such discussions.

No matter how enthusiastic one might be about this or how informed one may feel they are, only the consultant has the training, expertise and experience to communicate this appropriately and effectively to third parties. No one in OIC or a prospective government official user on the conference call can replace the consultant for this purpose. Ignoring this critical cautionary comment will lead to misperceptions.

Pre-call preparation

Each government official who is to be on the call should prepare for the discussion by writing a short list of, [a] the specific challenges that are most critically important to them and their team, [b] the perceived obstacles involved and [c] what they ideally want to see happen. We recommend sending this info to us a day or more before the call. It will add important value to the call.

Call agenda

1-Each person on the call introduces themselves briefly. Ex. Name, Title, Dept./Bureau, Duties, etc

2-Each official then shares, [a] his or her specific challenges related to the goals of their department or agency, [b] the perceived obstacles involved and [c] what they would ideally want to see happen going forward, ***not just what they may currently believe is possible***. Through these services and in history as well, it has been continually proven that many of things people did not believe were possible were possible.

Note: These services were specifically developed for over three decades to support leaders and their staff to produce unprecedented breakthroughs in all types of difficult challenges. It should be understood that these services are in no way parallel in results or in execution with any other methodology. They are not a typical “how to do it” form of consulting and training. They elicit the limitless problem solving and communication capabilities not recognized or expressed from within organizations and their people. They are not programs and services espousing solution or formulas for success. Competent people don’t need that.

3-The consultant discusses what she or he can provide to support the ideal results discussed. The consultant shares about past engagements will equate how the dynamics, processes, trainings and other resources involved apply to possible government engagements. The consultant shares what the general possibilities could be from using the service and why.

4-The next step and all other pertinent issues are discussed.

Final comments

The use of these extraordinary resource will support the effective and expeditious prevention and resolution of many longstanding security and humanitarian challenges.

These are challenges that in many cases have cost the lives of millions of people along with great suffering. They have dramatically increased the many dangers we face today.

We recognize the reality that there are many troublesome, irresponsible, dangerous and maniacal leaders in this world who do not respect human life. At the same time we recognize the fact that these problems have also persisted because those who are dedicated to solving global challenges have not been able to fully maximize their potential problem solving capabilities.