

Our Intelligence Evolution in Businesses and Organizations

Our Intelligence evolution in practice and through each of our activities—at work, at our free time and interpersonal relations- is achieved since we start observing and comprehending the effects that the two factors below have in aspects of our everyday life:

- The first factor is related to the emotion and also with what we call Identity/Personality, which, besides, includes the emotion.
- The second factor is related to the Principles' comprehension; to wit, the modes with which they act upon facts and circumstances and support the continuous improvement of the activity's quality.

The Intelligence alteration occurs whether we deal with it or not. It happens in a manner similar to respiration, the cardiac action, and all other biological activities.

If we do not deal with the significance of Intelligence Process in our daily life, in practice and not in theory, we are unable to understand the time and the way this alteration becomes cognitive constitution, neither the time and the reason it becomes Mental distraction, disorder, multiplication of errors and problematic issues; we do not understand how the new, unknown and essential information, that supports the disregard of the problematic issues, and the effective opportunities management comes about in our life, neither what prevents its being perceived.

Before presenting the Concept IPC as relation with companies, organizations and generally with collective action environments, we mention in a simple and clear way the main causes for selecting this particular (proposed) method of business action. We consider that the few lines in the frame that follows show how time and money are perceived, in most cases, from the majority. At the same time, they clarify the impact of this specific method of perception. We summarized our positions as much as possible in order to facilitate understanding of the significant advantages of the proposed new model of business activity.

It is not the issue to understand how and why TIME IS MONEY.¹ If we at every turn, opportunity and in practice understand that for most TIME and MONEY are the root causes of EMOTIONAL PERCEPTION of events, situations and developments, that is, if we perceive when and how these two factors shape conditions of cognitive disarray and disorder directing us to the bipolar perception (to emotional tensions and fluctuations and towards repetition), we will make huge steps forward with regard to the constitution and evolution of the mind.

The formation and evolution of the mind ensure adequate time, money and, simultaneously, quality of life, while the chase of time and money, as intensifies, leads us to "put the cart before the horses".

Projecting into the foreground time and money, we unconsciously fall into a "deep"

¹ **Time is money:** this phrase is attributed to an experienced merchant and was used by Benjamin Franklin, to advise a young merchant.

trap. We think that the result itself (time and money) produces the result (money) and essentially we do not perceive what theoretically is generally acknowledged, the fact that the constitution of the mind is able to constantly increase the chances of ensuring time, money and quality of life.

So, if we only mention that: “time may be money, but money and time are the jailers of cognitive broadening”, bipolar minds, that is, the majority, will respond in two different, equally unreliable, ways:

- a) The FIRST POLE, the one of ETHICS, will propose: “To break free from money”. As if money is to blame for our foolishness, for the fact that we seek it, in order to satisfy the feeling of power and confidence, rather than dealing with it as a means of transaction. The transaction is an opportunity to build relationships with quality and perspective; it is the "win-win" rather than our power and self-certainty.
- b) THE SECOND POLE, the one of CYNICISM, will say: “If you shall ask me to choose between cognitive expansion and money, I prefer money, since I have tangible results with it”. In essence, they all perceive life through the illusion of power and certainty. The tragedy is that, while in their quest for power and self-certainty, they are significantly influenced by emotion and remain unaware of this fact. They have no idea how drastically their comprehension of life occurs through the prism of emotions that are very well hidden behind words such as interest, power, certainty, authority, status.

Only when you try to understand and subsequently verbalize the entirety of the relationship of cause and effect, namely Principles (the stable, unalterable, timeless) and events (time), you are able to get away from dipoles, to comprehend and act with quality and perspective.

Thereby we refer to something complete: “Time may be money, but money and time are the jailers of cognitive broadening, while cognitive broadening (evolution) can bring both time and money”. Only the overall picture vividly provides us with the relationship of cause and effect and therefore the quality and perspective in perception and action.

Emotion and Identity/Personality

Every emotion is a comparison of what we experience in the present, based on criteria of the past.

The past has established what we consider to be pleasant or unpleasant, true or false, good or bad; a way of understanding through dipoles. In that way, the past determines the present, the action at this moment. Our life becomes an effort of repeating what we consider to be pleasant and acceptable and, at the same time, an effort of avoiding what we consider to be unpleasant and mistaken, having in mind their meaning as perceived in the past.

The emotion drives us to a continuous effort of repeating the past. This is the reason why the emotion is absolutely unrelated to our Mental development. It acts by restricting the perception of the new and essential. In many cases, it is related to distraction, mental disorder and mind disruption.

We have no antithesis and we propose absolutely no reaction towards the emotion; we do not criticize it. Besides, reaction and criticism is a way of understanding through the emotion; a fact that limits the mind's capability for development, as much relatively to the particular topic as in general. We just Observe and Understand, what the emotion causes and why and, while it intensifies, we discover the way it hinders our Mental development.

Intelligence evolution is the continuous understanding of the new -until recently unknown- reliable and substantial information. This information is combined and synchronized with previous knowledge and experience, determining the complement, the alteration or abolition of their validity. All this elaboration, which is called inspiration, foresight, vision or insight, creativity, innovation, etc., brings on valuable practical results.

Identity/Personality –which contains also our emotions- is a result of our knowledge and experiences no matter how they have been obtained, e.g. because of the chromosomes (heredity), through the behavior and education and through our own action as well (experiences). The Identity/Personality is the cause restricting our Intelligence process for the same reasons we mentioned above for the emotion.

The powerful Identity/Personality –where self-esteem appears to be expanded or rather powerful for essential and significant issues – hinders, suppresses and alters mind's development. Self-esteem means certainty and no change, difficulty or weakness of understanding new important facts. The essential, though, has always unlimited abilities of exploration; it never is isolated and unabridged; it is always related to other equal or more important issues. The powerful Identity, even if it accepts new facts, restricts and changes them, because it understands the prior unknown and essential, always based on what it considers to be known and certain (absolutely valid).

Exactly the same –the restriction of our Intelligence evolution- is distinguished in the case of the weak personality. From the weak personality emerges the lack of orientation and the resignation, that soon appears through the emotions e.g. fear and stress, weakness and impatience, the sense of inferiority and desperation. Generally, the powerful and the weak, the good and bad, the positive and negative Personality's aspects –the understanding of life through dipoles- restrict our Intelligence evolution as they determine repetition within the specified contexts (specifications) which sets the mind of each of us.

There is no value, then, to care for the strong or weak personality but for the continuous development of the personality based on Principles.

The relationship between the Perception of the Principles and our Intelligence evolution.

Our Intelligence evolution emerges from the perception of the relationship between the Principles and circumstances and facts; not as concepts, descriptions and schematics of mathematical formulas and symbols, but as the understanding of the effects and changes they cause on facts and circumstances. Various examples confirm all the above, in every cognitive field, without the exception of the social field, the interpersonal relations, the working environment and the general environments of collective action.

All the new –prior unknown- **reliable**² and **substantial**³ information, the innovative and essential developments in every field, the continuous improvement of action's quality emerge from this elaboration of mind. This specific elaboration has nothing to do with the Identity/Personality, but with the continuous alteration, denaturation and meta-development of the Personality and not her strengthening and verification.

The Principles (what underlies to the Law) –what always applies steadily and invariably in time-, their understanding and union, the combination and correlation of the information that emerges from them –from their effect on facts and circumstances - are the basis and the source of our Intelligence evolution.

The basic Principles are common for every cognitive field. In some cases they have the same name –despite the cognitive field-, while in others we give them various names whilst they cause the same results. There are Principles valid all around the universe, from its creation and in every field of development, e.g. subatomic, atomic (chemical elements), molecular (inorganic and organic compounds), biologic (living beings) and social (relationships).

For example there is no objection that the basic Principles below are valid:

- a) “The Principle of Continuous Alteration”; everything changes into anything related to the matter and energy and consequently into anything consisted from them
- b) “The Principle of Least Action”⁴ which in social level becomes understandable as the improvement of productivity, the decrease of energy consumption in order for the same piece of work to be produced, and also as the complicity between people and consequently as conflict aversion.

However, in our effort to understand and handle facts and circumstances in the social field, we insist on systematically solidifying both Principles above. Desire forces us struggling to retain stable, facts and circumstances that we consider to be pleasant, opposing to the Principle of

² Apparently, when we refer to the **new** – up before **unknown** – **reliable** and **substantial** information, we do not pertain to information that performs miracles, fulfilling our expectations, neither to information that leads to the transcendence of every anticipation and desire. However, the process of perceiving the new and reliable is rather easy. In the first place, it is not related to emotional tensions and volatilities; it does not create expectations and desires. At the same time, it makes spontaneously understandable and unforced functional various situations and events, by giving prominence to their normality, to the manner and conditions of their repetition, to the interactions and developments caused by them; all those facts that were previously not perceivable or their perception caused emotional effects due to ambiguity and misunderstandings. It emerges from the –for the most part spontaneous, unconscious - perception of the events' relation to the Principles which dissolves ambiguity, while inducing ease and clarity in mind.

We should highlight that in many cases what we perceive as **new** may be something, an event or a result, that completely missed our attention or for which we had an entirely different outlook that kept us from distinguishing its perspective, its synergy and relation to other, known, events that are considered important

³ The **substantial** at the level of events and situations is subjective and with great extent. It would be insane to try to restrict it within the framework of one's experience and desire. Additionally, it is always connected with other facts (events and situations) equally or even more substantial. Finally, at the level of interest, it is likely to vary through time. Actually, the substantial exists within the Principles' relationship with events and situations that one finds important and not within the events themselves; it exists in the information emerging from this relationship. Thence emerges the content, the development of the mind, the continuous improvement of action quality, and not from the definition of what is substantial within the events and situation level.

⁴ **The Principle of Least Action:** When a number of changes are taking place in nature, the quantity ACTION (Energy [times two] Time) necessary for those changes is always the least possible. The Principle was presented for the first time in 1744. Later, during different time periods, even in mid-20th century, the Principle was re-theorised for various reasons each time. Many years later, in the 20th century, it will be proved valuable in cognitive fields, like the General Theory of Relativity, quantum field theory and particle physics. The Principle of Least Action will offer to the physicists an alternative phrasing of classic Mechanics, independent in the beginning from the Newton's laws, but later related to the 2nd Newton's Law (Richard Feynman, 1942).

Continuous Change. On the contrary, we should have posed as our priority the Observation and Understanding of the effect the Principles have on the changes, instead of the desire that generally prevails. As soon as the desire deviates from the Principles, it creates unstable facts which demand more and more energy for their maintenance –just to exist- without any potentiality for further development.

Furthermore, in many cases, when we struggle to defend our own interests or willing, expectations and interests of a group, we are not interested in the improvement of our productivity, the continuous effort for the decrease of energy consumption, the complicity and avoidance of conflicts; then we consider that the Principle of Least Action does not exist, having as a result to deal constantly in our life with the effects of this deviation.

Deviation from Principles, for example from the Principle of Least Action that we have mentioned, does not mean failure as we define it, with the meaning of non-achievement of targets, of those set by entrepreneurs, executives or generally by people who act. It means increased energy for target achievement. When desire dominates and the target concentrates all of our attention because of the desire, then in many cases the target is achieved. Gradually, over time, due to this opinion – *desire and action equal increase in the possibility of target achievement* – personality emerges as the dominant factor for developments. It is then that Observation and Consciousness based on Principles are replaced by the repetition of the beliefs of Personality. Apparently repetition due to success is not absolute or general but occurs when Personality acquires all the more highest confidence in the way of achieving results.

Furthermore, the application of one Principle or another separately and occasionally is not the issue, but the perception of the way that the of the basic Principles as a whole affect events, situations and developments.

Every deviation from the Principles means energy (effort) accumulation, pointless consumption of more and more energy, instability of a fact or of a succession of facts and, at the end, collapse. On the contrary, action compatible with the Principles means improvement of the possibilities of attracting the facts and of their improvement perspectives.

The above mentioned are rather useful when they become understandable in practice, and particularly in aspects of our everyday life.

The outcomes from the in practice understanding of Intelligence evolution in Enterprises, Institutions and working environments and environments of collective action in general, arise from the reliable perception of the changes -problematic issues and chances- the continuous development of the action. We are able to discern mainly via the essential improvement of the results of crucial elaborations (e.g. Meetings, Management and Business Plan, Research and Development, Marketing, Client and Suppliers' Management, and others depending on each enterprise's activities.

With kind regards,

[Simon Sygouridis](#)



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