

## Inside Out Solutions Thinking – “IOS™”

### Why “Inside Out Solutions Thinking”?

Have you wondered why some people are able to come up with ideas or solutions to problems that are unique, and take a completely different approach?

Do you struggle to think outside the box to solve problems and come up with solutions that will make you stand out from the crowd? Do you wonder why it’s so hard to come up with innovative ideas to problems?



Imagine being able to quickly and easily look at any situation, event, problem or opportunity and be the one that comes up with an approach that is different and unique to those around you or your competitors and rivals.

Imagine being able to take a problem and turn it “*Inside Out*” and think in ways that no one else around you can to so that the problem disappears, i.e. “*Solutions Thinking*”

### What is “IOS™ Thinking”?

Traditional education teaches us to think linearly in discrete, rational, logical steps, which is useful when you focus on learning fact-based knowledge.



It expands the boundaries of our thinking around knowledge, enabling us to build skill, experience and competencies professionally and personally. Based on deduction, this approach addresses problems from inside the box, limiting your capacity to think laterally.

However, many of today’s problems facing us occur outside the box, requiring creative thinking to find the solution. Here, our experiences and existing knowledge creates the boundaries that keep us from finding the real solution.

Traditional solution thinking is all about expanding the box; it is however often still inside the original thinking. By breaking outside your boundaries, **IOS™ Thinking is transformational in finding solutions**, it enables you to see and think what others are not , *to be aware of what is and what is not...*the problem, the situation or the opportunity.

**Inside Out Solutions™ Thinking (IOS™)**, is an inductive, non-linear approach to problem solving that opens your thinking and enables you to find solutions outside your existing knowledge, boundaries and limiting beliefs.

IOS™ challenges status quo thinking by shaking up existing underlying decisions and beliefs that limit your ability to achieve your best. It helps you step outside the boundaries of a problem and see new ways of solving it. What was impossible, now suddenly becomes possible.



IOS™ Thinking blows the boundaries beyond the box.

**How to use “IOS™ Thinking”?**

How do you develop IOS™ Thinking? By changing what controls your thinking; your mindset. It is not positive thinking or will power, which is what most people believe, and the reason as to why most people and organizations are stuck inside the box.

Firstly, let’s look at how to *Define Mindset*:

*“It is a continuous state of belief that encompasses your values and beliefs with energy”*

In plain language it means that through positive experiences, habits are formed by the mind which overtime become set, which in turn re-enforces beliefs as to what you know and can achieve. In the end you learn to think and see only these, it is your filtering system.

Positive thinking or will power only re-enforce current habits of thinking. They cannot consider or realize; what if the impossible were possible, i.e. IOS™ Thinking.

The IOS Mindset means you need to break your current habit of thinking, i.e.

**VALUES -> BELIEFS -> ATTITUDES -> BEHAVIOURS -> RESULTS**  
 Your filters are only providing information that you are aware of based on your internal programs of values and beliefs; the other information remains invisible, and so do the solutions.

To be able to blow out the boundaries that you have created means you need to develop new neurological pathways in your mind, so that you can see and be ware of what is in front of you.

Mindset change is created through four (4) stages of IOS™ Thinking, i.e.

- 1. FEEL                      2. SEE                      3. IMAGINE                      4. CREATE**

<b>1)</b>	<b>FEEL</b>	Go inside and know and understand what are the filters, i.e. the values and beliefs that are creating the blockages and boundaries
<b>2)</b>	<b>SEE</b>	Go outside and look to see what is real and not perceived, become aware of what are the facts without the filters and interpretation
<b>3)</b>	<b>IMAGINE</b>	Take the blinkers off and imagine what is possible, what can be done to achieve the outcome or solution needed, there is no can’t, consider what if the impossible were possible?
<b>4)</b>	<b>CREATE</b>	The solution; be the opponent and the environment, you know what is real and what needs to be done to win.

Applying this process will open neuro-pathways that will take you beyond the existing presumptions and judgments and allow you to see and create new solutions to problems.

IOS creates the following changed mindset and thinking flow:

**INFORMATION ->KNOWLEDGE -> AWARENESS -> PERCEPTION ->BEHAVIOURS -> RESULTS**

You become open to all unfiltered information, which provides the knowledge needed to increase awareness; this drives unrestrained creative perception and solutions. Knowing the solution drives your behaviour to achieve results and success.

Have you ever imagined “*What If it was possible?*” to improve customer satisfaction, communication, productivity, efficiency, deliver that key project on time in budget, get the promotion you have always wanted, increase top line sales and bottom line profits.

Your mind is capable of solving complex problems on several dimensions, as long as it is not tied down by inside the box thinking. IOS™ Thinking will transform you into a lateral thinker and some one who will be sort after for your new and innovative ideas and solutions.

With balance and action comes results...it is time to take the next step, now!



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**Resource Box:**

Mr. Paul Mracek has worked for **over 25 years experience** in Asia, Europe, USA and Australia establishing and building **successful businesses**. Author of several books on success, business, balance and how to apply the “Warrior Mindset”.

Experienced as a Coach, Mentor, Trainer and Consultant supporting both **Businesses & Individuals** who are looking to be at the **Next Level of Performance and Success...Personally or Professionally**.

Trainer & Master Coach - Kotan Method & NLP; 7<sup>th</sup> Dan Black Belt - Martial Arts;  
Chartered Professional Engineer; Fellow: Australian Institute of Management  
Graduate: Australian Institute of Company Directors  
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