



AWAKEN YOUR EXPERIENTIAL INTELLIGENCE (EI) THINKING
THE 360° LEADER – JOHN C. MAXWELL
YOUR EI/VBC'S® JUDGEMENT PATTERNS RESPONSE REPORT

ENTER YOUR CHOOSING/RANKING NUMBERS BELOW THAT YOU RECORDED ON
 YOUR 4 COMPLETED SWPS™ PORTRAITS LEFT TO RIGHT ORDER 1, 2, 3, 4 BELOW

4 OUT OF 7 SWPS™ SERIES CHOICES:
 SWPS# 1 SWPS# 3 SWPS# 5 SWPS# 7

4 CHOSEN SWPS PORTRAIT #'s	<u>1</u>	SUMMATION	<u>1</u>
	<u>3</u>	BOX (SB's)	<u>2</u>
	<u>5</u>	#'s RANKING	<u>3</u>
	<u>7</u>		<u>4</u>

4 CHOSEN SWPS PORTRAIT #'s	<u>1</u>	CONCLUSION	<u>1</u>
	<u>3</u>	BOX (CB's)	<u>2</u>
	<u>5</u>	#'s RANKING	<u>3</u>
	<u>7</u>		<u>4</u>

RANK YOUR 4 SWPS CHOICES			
4 CHOSEN SWPS PORTRAIT #'s	<u>1</u>	SWPS	<u>1</u>
	<u>3</u>	PORTRAIT	<u>2</u>
	<u>5</u>	#'s RANKING	<u>3</u>
	<u>7</u>		<u>4</u>

EI/VBC'S® TRANSFORMS REASONING HABITS

This new method of thinking, "2D <=> 3D perception & perspective shifting," reveals insights as you record both obvious and hidden judgments while you recognize your choice-making patterns. Ultimately, you're using your personal legacy of VALUES BELIEFS CONVICTIONS® (VBS's) that influence and define all aspects of your daily identity.

Use your EI/VBC's Choose-Rank-Reasons-Record-Retain (CR4™) pattern-revealing report to communicate multiple dimensions of meaningful feedback. Articulate new or evolved questions and possible unforeseen answers/solutions, as this SWPS™ series prompts you.

NAME (optional): WM

AFFILIATION (optional): _____

**OUR VISION:
 AN ONLINE SWPS™ PATTERN
 MATCHUP CENTER**

Let's use AI to discover ways to meet humanity's needs and provide fulfillment. Together we can compel Change Agents and Influencers to build an online space where SWPS™ are correlated and matched-up by a beneficially focused algorithm. The possibilities for improving mental health at all ages of life are endless and may build an exciting new frontier of hope, positivity, and unity.

Yes! This SWPS™ Series motivated me to impact social media/digital tech's future development. I am sending my CR4™ response report & my selected 4 SWPS™ with my feedback/suggestions to the email below.

INFO@EIB4AI.COM



THE 360° LEADER – JOHN C. MAXWELL

SHARED WISDOM PATTERNS SNAPSHOTS (SWPS™) HOTSPOTS OF 2D <=> 3D INSIGHT

EXPERIENTIAL INTELLIGENCE (EI) & VALUES BELIEFS CONVICTIONS® (VBC'S)

EI includes everything experienced from "womb to tomb" that impacts & shapes human self identity Choose/Rank Judgment Patterns. VBC's® define your personal legacy of "senses driven" ability to perceive and interpret everything you experience 24/7 as either a Positive/Uncertain/Negative encounter in life. A SWPS™ 7 Portrait Series Choose & Rank Thinking Tool provides a comprehensonal leap forward in better understanding the influences on one's life with your EI/VBC's Judgement Patterns decisions.

(1) The constant autonomic (unnoticed) perspective shifting with 2D<=>3D perception greatly influences interpreted meaning of any digital or printed image.

(2) The merging of Human General Intelligence Q&A thought and reasoning (HGI) with AI generated Artificial General Intelligence (AGI) programmed Q&A "thought" that creates our thinking identity.

THE 360° LEADER – DEVELOPING YOUR INFLUENCE FROM ANYWHERE IN THE ORGANIZATION

John Maxwell is a New York Times best-selling author that has written more than 40 books, including Winning with People, Thinking For A Change, and the 2 best sellers Developing The Leader Within You, and The 21 Irrefutable Laws of Leadership. Scan the 7 SWPS™ portraits selected from John Maxwell's book the 360 Degree Leader and compare and reflect on how the 2D <=> 3D perspective shifting SWPS™ 7 Series present this author's leadership principles. By completing this Series you will dive deeper into the 360° Degree Leader text and have the opportunity to answer the following question "How does excellent advice provided by John Maxwell resonate with your present workplace or other organizational group experience?"

HOW TO COMPLETE A SWPS SERIES™ FOR AWARENESS ENHANCEMENT

CHOOSE 4 SWPS PORTRAITS

chose 1,3,5,7

REASONS NOTES

Skim/read the statements positioned around the RTH thinking head clockwise, 1,2,3,4 (or 1-8). Then scan the content in the Summation Boxes (SB) and Conclusion Boxes (CB) on each SWPS Portrait. Review all 7 SWPS Portraits in this series. Choose your 4 favorite SWPS Portraits and note this in the upper right hand corner of your chosen SWPS Portraits. 1st "✓" here to CHOOSE this SWPS

What new interpretive EI/VBC's insights have appeared? Write what you deem important on the feedback lines at the bottom of each chosen SWPS portrait.

EI/VBC's Judgement Insights:

Two horizontal lines for writing.

RANK YOUR 4 SWPS PORTRAITS 1-4

Was it more EI self-awareness satisfying NOW to use your evolved complete brain focus as you rank your 4 chosen SWPS Portraits, 1-4, of this series?

Now RANK the 4 Summation Boxes (SB) on the 4 SWPS Portraits you chose.

Rank this Summation Box: 1 1 2 5 3 3 4 7

Rank given to this SWPS:

1 1 2 3 3 5 4 7

Now RANK the 4 Conclusion Boxes (CB) on the 4 SWPS Portraits you chose.

Rank this Conclusion Box: 1 3 2 5 3 1 4 7

RECORD/RETAIN

Now RECORD the choosing/ranking numbers (#'s) from completing this SWPS Series on the Response Report (page 10). RETAIN your 4 chosen SWPS Portraits and Response Report for future reviews to enhance your life success and satisfaction.



SHARE your recorded EI/VBC's Judgement pattern report with others. Email your 4 SWPS and Response Report with your comments to INFO@EIB4AI.COM

TAKE A MINUTE TO REFLECT

Were you aware of any 2D<=>3D mental intentional shifting as you read the RTH Thinking Head statements? Can you recognize if you engaged your whole brain to choose your 4 SWPS Portraits? Were you aware of your EI/VBC's Judgements forming in your thoughts? Did your reasoning go from left brain to right brain and back and forth as you ranked the SB's 1-4, CB's 1-4, on your 4 chosen SWPS?

Go to www.EIB4AI.com/NOWWHAT for further uses and suggestions.

Shared Wisdom Patterns Snapshots™ (SWPS™ #1)

The 360° Leader - John C. Maxwell

Developing your influences from anywhere in the organization

1st "✓" here to CHOOSE this SWPS _____

Rank given to this SWPS

1 ___ 2 ___ 3 ___ 4 ___

Rank this Summation Box: 1 ___ 2 ___ 3 ___ 4 ___

SUMMATION BOX (SB):

You must lead yourself first, and do it exceptionally well. Achieving what you want requires continuing effort to keep your focus and discipline.

You need to manage these 8 areas:

Book
Pages
86, 87, 88,
89, 90, 91,
92, 93

Experience intentional 2D<=>3D shifting below: read statements clockwise around the RTH encapsulated thinking head

1. Manage your emotions - concentrate on meeting your organization's needs first, rather than your own.

8. Manage the influence challenge - acknowledge that leading others beyond your position is not easy.

7. Manage your personal life at home - if it is chaotic or negative your work life will inevitably suffer.

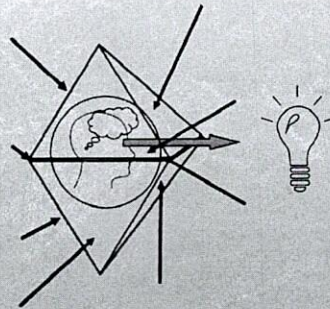
6. Manage your words - use them sparingly and meaningfully.

2. Manage your time - in the words of psychiatrist Scott Peck: "Until you value yourself, you won't value your time. Until you value your time, you will not do anything with it."

3. Manage your priorities - spend most of your time on the activities you do best.

4. Manage your energy - complete activities that truly matter and emphasize resolving conflicts.

5. Manage your thinking - recognize your mind will give back to you exactly the quality of the information and thoughts you put into it.



Rank this Conclusion Box: 1 ___ 2 ___ 3 ___ 4 ___

CONCLUSION BOX (CB):

If you want to lead up, you must always lead yourself first. If you can't, you have no creditability. If I can't lead myself: others won't follow me, others won't respect me, others won't partner with me.

Book
Pages
86, 87, 88,
89, 90, 91,
92, 93

*This is so true for my past success. I was
Gained EI/VBC's insights: so young yet given an opportunity to
grow a client base of senior business execs to
large general contracting companies (computer and
highway contractors, Subway (universities) that needed
recruitment of talent. I did 80-100 hrs a week
first year and became a performance Book Star!*

Shared Wisdom Patterns Snapshots™ (SWPS™ #3)

The 360° Leader - John C. Maxwell

Developing your influences from anywhere in the organization

1st "✓" here to CHOOSE this SWPS _____

Rank given to this SWPS

1 ___ 2 ___ 3 ___ 4 ___

Rank this Summation Box: 1 ___ 2 ___ 3 ___ 4 ___

SUMMATION BOX (SB):

The best opportunity for helping yourself – and your organization – is to be a 360° Leader. However, before you dive into the principles that 360° Leaders practice to lead up, across and down, I think you ought to acquaint yourself with the 7 most common challenges that leaders in the middle or at the bottom face. To do so you have to overcome the following 7 myths limitations.

Book
Pages
22, 23

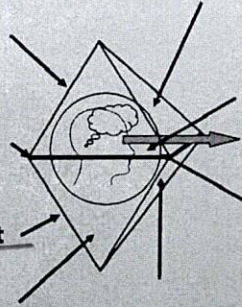
Experience intentional 2D<=>3D shifting below: read statements clockwise around the RTH encapsulated thinking head

1. The Position Myth - you don't have to be on top to lead. Leadership is about your influence. It's about building relationships and gaining the confidence of others.

8. You become a 360° Leader that can lead up with your boss, lead across with your colleagues and lead down with your followers or lead up from the bottom gaining attention from the middle and the top by evolving your EI/VBC's Self-Awareness Judgment Patterns beyond these 7 myths.

7. The All-or-Nothing Myth - there is not just one place to lead from. You can have enormous positive influence from anywhere in the organization.

6. The Potential Myth - potential is something you should be realizing all along the way. Learn how to lead from the middle or you may never get to lead from the top.



2. The Destination Myth - practice leadership well before circumstances actually require it. Don't wait till you're on top.

3. The Influence Myth - people won't follow you just because you're on top. It's a characteristic you must earn.

4. The Inexperience Myth - in leadership, it does not matter where you are in the organization. It's always about your ability to get the attention and support of others.

5. The Freedom Myth - the higher you go, the more people expect and demand from you. The company leader may have less freedom and rely on the actions of other people for success.

Rank this Conclusion Box: 1 ___ 2 ___ 3 ___ 4 ___

CONCLUSION BOX (CB):

So how do you get comfortable with being at the bottom or in the middle? Comfort is really a function of expectations. The wider the gap between what you imagine to be and reality, the more disappointed you are likely to be. Talk things out with your boss. The more you know about what's expected of you, what's normal in the organization, and how much authority you have, the more comfortable you will be.

Book
Pages
22, 30

Gained EI/VBC's insights: *I have always had to deliver personal results that benefit my whole organization - the best person to recognize for his/her performance should always be me.*

Shared Wisdom Patterns Snapshots™ (SWPS™ #5)

The 360° Leader - John C. Maxwell

Developing your influences from anywhere in the organization

1st "✓" here to CHOOSE this SWPS _____

Rank given to this SWPS

1 ___ 2 ___ 3 ___ 4 ___

Rank this Summation Box: 1 ___ 2 ___ 3 ___ 4 ___

SUMMATION BOX (SB):

8 Principles of leading across an organization (leading from the middle):

Many people who have difficulty leading across levels have trouble because their approach is short-sighted. They try to gain influence too quickly.

Leading is an ongoing process, especially peers.

Book Pages
161, 162, 163,
164, 165, 166,
167, 168, 175,
181, 189, 197,
210

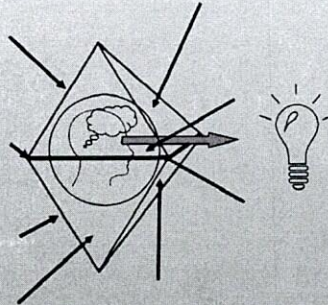
Experience intentional 2D<=>3D shifting below: read statements clockwise around the RTH encapsulated thinking head

1. Complete the leadership loop - caring, learning, appreciating, contributing, verbalizing, leading, and succeeding.

8. Be better tomorrow than today. Concentrate on being extremely good at what you're doing now and keep honing skills to improve daily.

7. Let the best idea win. Ideas are the lifeblood of any organization and ideas are never the possession of one individual.

6. Expand your circle of acquaintances to expand your expertise. Meet people with other talents, meet peers who possess opposite strengths from yours.



2. Add value to peers - help them become better as coworkers and people - affirm and acknowledge their accomplishments.

3. Put completing fellow leaders ahead of competing with them. Organizations need healthy competition and cooperation. When peers are in trouble, be there for them.

4. Be a friend to peers - someone they can believe in and trust. Friendship is the foundation of influence, the framework for success, and the shelter against crisis.

5. Avoid office politics and instead emphasize how peers can grow. Believe actions speak louder than words and base decisions on principles.

Rank this Conclusion Box: 1 ___ 2 ___ 3 ___ 4 ___

CONCLUSION BOX (CB):

Good leaders in the middle give the organization something crucial: a future. They serve as a motivational force. Tomorrow's organizational success depends on the emergence of new leaders with fresh ideas and a commitment to innovation.

Book Pages
161, 162, 163,
164, 165, 166,
167, 168, 175,
181, 189, 197,
210

I have always struggled with impatience. Gained EI/VBC's insights: I want results - influence with clients, my co-workers, my independent consultants fast - but I found I have the common sense intuition for success to calm/control & the influence distribution and "plod along" full excellence!

Shared Wisdom Patterns Snapshots™ (SWPS™ #7)

The 360° Leader - John C. Maxwell
Developing your influences from anywhere in the organization

1st "✓" here to CHOOSE this SWPS ____

Rank given to this SWPS

1 ___ 2 ___ 3 ___ 4 ___

Rank this Summation Box: 1 ___ 2 ___ 3 ___ 4 ___

SUMMATION BOX (SB):

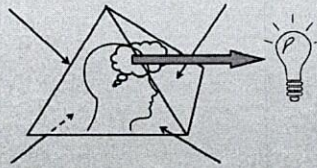
Leadership is all about your influence. It's about building relationships and gaining the confidence of others. Leadership consists of Five Levels that function like a stairway leading to increasing professional growth and effectiveness.

Book
Page
5

Experience intentional 2D<=>3D shifting below: read statements clockwise around the RTH encapsulated thinking head

1. **(Level 1) Position**, when people follow you because they have to, is the least effective form of leadership.

2. **(Level 2) Permission** - people follow you, at least for a time, because they want to follow you.



4. **(Level 4) Reproduction** - people follow you because of what you've done for them - produces long-range growth/widespread leadership development.

3. **(Level 3) Production** - people follow you because of what you've done for the organization - this phase generates organizational success.

Rank this Conclusion Box: 1 ___ 2 ___ 3 ___ 4 ___

CONCLUSION BOX (CB):

Respect (the 5th level) where people follow you because of who you are and what you represent, this Level is only reached by the strongest, most enduring leaders.

Book
Page
5

I would like to claim I reached the 5th Level. But I only partially reached Level 5. I learned about economic downturns - recessions - How teams previously doing well were disbanded to reduce overhead in uncertain economic business times - No Level 5 then.

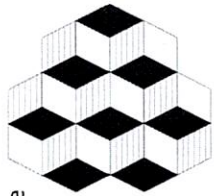


THE 360° LEADER – JOHN C. MAXWELL
2D <=> 3D PERSPECTIVE SHIFTING OVERVIEW

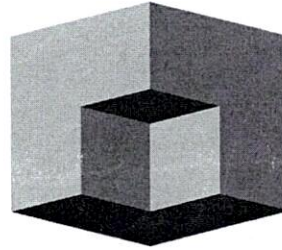
Ready to evolve your reasoning habits in a way that enhances the benefits of using your Experiential Intelligence?

Connect with your self awareness to gain perspectives of your comprehension skills from whole brain, left brain, right brain that evolves complete brain thinking.

Automatic Shifting
Autonomous Reasoning

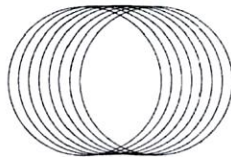


Black and White Cubes:
The figure reverses so that either 6 or 7 cubes are perceived.
(Sensation + Perception Page 321 Figure 17.15b Schiffman)



With continued inspection, the 2D drawing shifts from a cube with a corner missing to a cube in the corner. (Source unknown)

Friendly tip: Turn this page 90° to the right to enable quicker shifting.



Series of Rings: Either end of the series of rings may be seen at the near or far end of a tube.
(Sensation + Perception Pg 321, Fig 17.15d Schiffman)

Intentional Shifting
Rational/Intuitive Reasoning

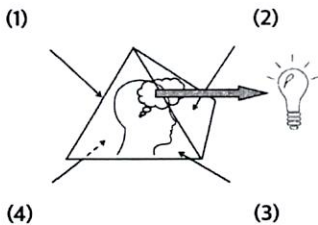
SUMMATION BOX (SB):

An introduction to the book's hotspot of the author's shared knowledge.

Reference
Book's
Pages

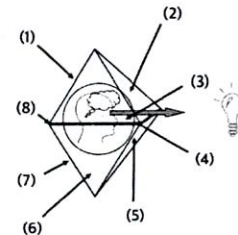
Read statements related to the hotspot topic clockwise, as they go around the 2D<=>3D RTH encapsulated thinking head.

4-sided RTH
Thinking Head Commentary Collective



The RTH Thinking Head Commentary Collective (4 or 8 sided) transcends 2D<=>3D "this or that" perception habits and escalates a complete brain understanding for viewing. The SB and CB components of the SPWS Portrait allowing a Left to Right Brain - back and forth shifting.

8-sided RTH
Thinking Head Commentary Collective



CONCLUSION BOX (CB):

Insights that add guidance to take action or a decision making process.

Reference
Book's
Pages

Retain these "Complete Brain" insights of awareness-shifting as you choose/rank your 4 chosen SWPS™.

Shared Wisdom Patterns Snapshots™ (SWPS™ #2)

1st "✓" here to CHOOSE this SWPS _____

The 360° Leader - John C. Maxwell

Rank given to this SWPS

Developing your influences from anywhere in the organization

1 ___ 2 ___ 3 ___ 4 ___

Rank this Summation Box: 1 ___ 2 ___ 3 ___ 4 ___

SUMMATION BOX (SB):

Whether you – as an evolving 360° Leader – are at the bottom, in the middle or even leading as a retired part-time employee - or as an outside consultant, people follow leaders that strongly show the following attributes. They show they care, they gain people's trust, they have character, they deliver positive contributions to the team and recognize contributions by others – gaining them respect, they are competent, consistent, approachable, admirable and leaders with commitment.

Book
Pages
25, 34, 43,
50, 56, 64,
73, 80

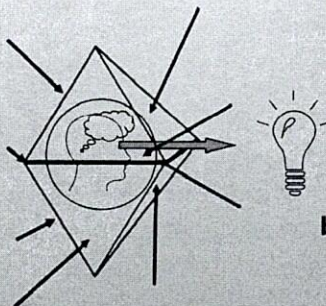
Experience intentional 2D<=>3D shifting below: read statements clockwise around the RTH encapsulated thinking head

1. The Tension Challenge of either being at the bottom, in the middle or even a part-time retired employee: your authority derives from someone else who can fire, demote, or resign you.

NOT
CHASE

2. The Frustration Challenge - adding value to an ineffectual - a mediocre boss you follow.

8. Manage attitudes about all 7 Challenges - acknowledging that leading others beyond your job position is not easy.



3. The Multi-Hat Challenge - living up to demands and expectations of leaders, followers, customers, and vendors.

7. The Influence Challenge - lead from the idea that "I want to become a person whom people will want to follow".

4. The Ego Challenge - leaders at the bottom, middle, even part-time, tend to be invisible, but good leadership gets noticed eventually.

6. The Vision Challenge - championing is more difficult when you don't create it - goes beyond supporting their vision you have to add value to it.

5. The Fulfilment Challenge - reflects a natural preference for leading from "out front" - keep in mind the leader of a dog sled is in the back.

Rank this Conclusion Box: 1 ___ 2 ___ 3 ___ 4 ___

CONCLUSION BOX (CB):

How do you make the best of your situation while overcoming the challenges over viewed above? Or the 7 myths about needing to be the "Top Leader" that can sabotage your success? John Maxwell's Book Hotspots about these 7 myths are provided in another Portrait of this Series. This author is convinced that individuals can become better leaders where ever they are. Improve your leadership, and you can impact your organization. You can change people's lives. You can be someone who adds value. You can learn to influence people at every level of the organization – even if you never get to "The Top". By helping others, you can help yourself.

Book
Pages
25, 34,
43, 50,
56, 64,
73, 80

Gained EI/VBC's insights: _____

Shared Wisdom Patterns Snapshots™ (SWPS™ #4)

The 360° Leader - John C. Maxwell

Developing your influences from anywhere in the organization

1st "✓" here to CHOOSE this SWPS _____

Rank given to this SWPS

1 ___ 2 ___ 3 ___ 4 ___

Rank this Summation Box: 1 ___ 2 ___ 3 ___ 4 ___

SUMMATION BOX (SB):

Master these 8 principles to lead from the bottom up, the middle – even as an outside advisor/consultant and become a true team player:

Book
Pages
94, 104,
112, 119,
126, 134,
145, 150,
157

NOT chase

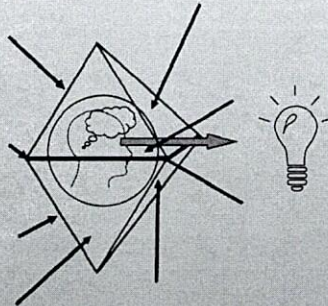
Experience intentional 2D<=>3D shifting below: read statements clockwise around the RTH encapsulated thinking head

1. Lighten your leader's load. Do your job well and be a problem solver rather than a problem maker.

8. Be better tomorrow than today. Concentrate on being extremely good at what you're doing now and keep honing skills to improve daily.

7. Become a go-to player - earn a reputation for always achieving tough tasks. Find a way to make things happen no matter what.

6. Know when to push forward and when to back off. Make the right moves, at the right times, for the right motives.



2. Be willing to do what others won't. Be willing to look outside your job description and tackle jobs that others won't.

3. Do more than manage, lead. Leadership involves people, vision, action, and relationships. Before people follow they need to believe in what you do and know that you believe in them.

4. Invest in relational chemistry - get along with your leader - understand their priorities, interests, enthusiasms, vision, and personality.

5. Be prepared when you take your leader's time, they won't appreciate you wasting it.

Rank this Conclusion Box: 1 ___ 2 ___ 3 ___ 4 ___

CONCLUSION BOX (CB):

Few things gain the appreciation of a top, middle or at the bottom "potential" leader more quickly than an employee with a "whatever it takes" attitude. You learn resiliency and tenacity during tough assignments, not easy ones. When tough choices have to be made and results are difficult to achieve, leaders at all levels are forged.

Book
Pages
104, 105

Gained EI/VBC's insights: _____

Shared Wisdom Patterns Snapshots™ (SWPS™ #6)

The 360° Leader - John C. Maxwell

Developing your influences from anywhere in the organization

1st "✓" here to CHOOSE this SWPS _____

Rank given to this SWPS

1 ___ 2 ___ 3 ___ 4 ___

Rank this Summation Box: 1 ___ 2 ___ 3 ___ 4 ___

SUMMATION BOX (SB):

The 8 principles of Leading from the Top Down are not easy. Remember, the individual leading down, leads by influence instead of leading by position, power, or leverage. They invest the time and exert the effort to earn influence.

NOT choose

Book
Pages
213, 220,
228, 237,
242, 248,
254

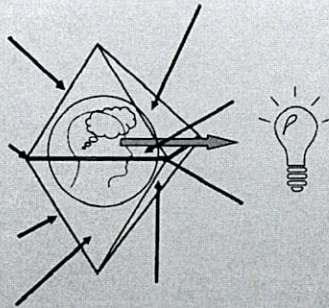
Experience intentional 2D<=>3D shifting below: read statements clockwise around the RTH encapsulated thinking head

1. Walk slowly in the halls - to connect and influence others; you need to slow down and travel at their speed.

8. Retain an open-door return policy for those subordinates with potential who leave your company.

7. Reward results - praise good performers and include a raise. It's hard to overpay truly outstanding performers.

6. Your investment in people determines the return, your character determines their trust level, your growth as a leader determines your people's potential.



2. View everyone as a "perfect 10". If you see their possibilities and believe in their capacity for excellence, it just may occur.

3. Develop each team member as a person with specific characteristics, help them improve as individuals.

4. Place individuals in their zones of strength. Give them opportunities to do what they're best at doing, the right job where they can deliver the most value.

5. Model the behavior you want. Employees follow what you do more than what you say. Your attitude determines the organization's atmosphere, your values determine decisions. Ask tough questions of yourself and your leadership practices.

Rank this Conclusion Box: 1 ___ 2 ___ 3 ___ 4 ___

CONCLUSION BOX (CB):

To become a 360° leader, you must take responsibility for adjusting your leadership style to what people need, not pressuring them to adapt to your style. The effort is worthwhile because 360° Leaders have a tremendous impact on their organization.

Book
Pages
213, 220,
228, 237,
242, 248,
254

Gained EI/VBC's insights: _____

