

## **Gravity**

© World Copyleft 2020 ff. by Clinton Callahan. For use by registered Possibility Trainers only.  
(Revised: 31. January 2000 by Clinton Callahan)

### **FORMAT:**

Introduction group process

Duration:

### **PURPOSE:**

To let people introduce themselves by the purpose, and get focused on the importance of purpose.

### **SETUP:**

Chairs are set up facing forward.

### **INTRO / BAKCGROUND:**

Results are the manifestation of purpose.

### **INSTRUCTIONS / PROCEDURE:**

- After introducing ourselves, invite individuals to step forward to introduce themselves and to state the purpose of their job at this company.
- Trainers write the stated purposes on a piece of flip chart paper.
- After all participants have stated their purpose at work, write the mission of the company. For example "Liberating people's potential to win in the networked economy."
- Say, "Isn't this interesting?" Do not make people wrong.
- Investigate what the mission of the company means:
  1. Liberating people's potential means you first have to be able to see their potential, which means to be able to see something that is not there. You must be able to see the invisible.
  2. Liberating people's potential means that you must be able to put something where it is not. You have to be able to make something out of nothing.
  3. Winning in the new economy is different from winning in the old economy. In the networked economy, it is the network that wins. You have to be able to create situations so that "winning is happening." We don't even know what these things mean yet.

### **DEBRIEF:**

Here is your first tool: We call it Remembering Gravity. Either gravity is conscious or unconscious. Either our purpose is conscious or unconscious. Before each gesture, the tool is to ask ourselves: Which way is down? What is our purpose?