



UNIVERSITY OF NOTRE DAME
MENDOZA COLLEGE OF BUSINESS

Executive Integral Leadership Program

Introduction to the *PathFinder* Pragmatic Inquiry®



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The Guiding Questions

- **What Does It Take to Create Exceptional, Sustained Value?**
- **What Is the Role of the Leader in the Process?**



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- **How will you add value by participating in this program?**



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Values

A *Value* is any belief, principle or virtue held so deeply (consciously or unconsciously) that it guides our behaviors, decisions and actions.

-- Ron Nahser, Managing Partner
Corporantes, Inc.



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- Well-Tested Process, Based on Pragmatism
- Uses Relevant, High-Leverage Business Issues
- Key Elements
 - Challenge Assumptions
 - Make Values Explicit
 - Learning What We Don't Know
 - Re-framing
 - Incorporate Narrative and Non-Linear Inputs



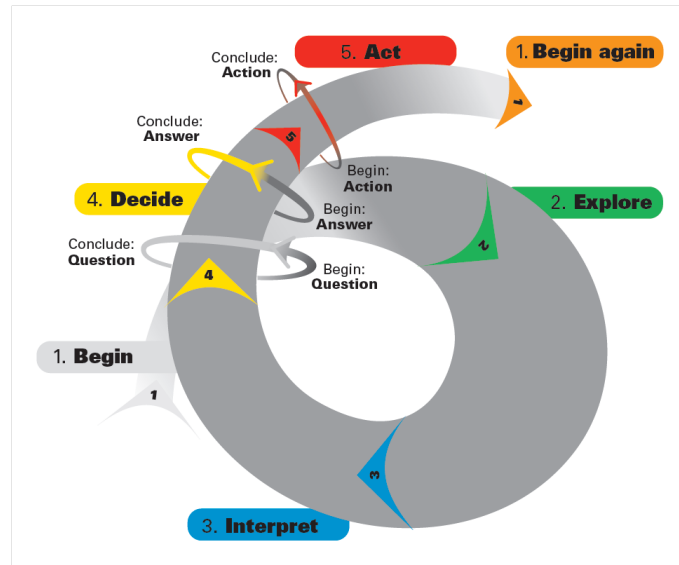
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Source: *Beyond Entrepreneurship*, Jim Collins and William Lazier



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- What is your question?
- Why is it important?
- What is your best answer to your question now?
- What values, beliefs, knowledge, assumptions, purpose, mission are guiding your baseline answer?
- What action are your/your organization now taking?
- What specific actions do you think you/your organization should take?



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