Perspective Intelligence

Unwelcome perspectives lead to faster, better decisions.

It's easy to talk about "diversity of thought," yet it's always the same voices that dictate the decisions. This keynote shows your team how to use awkward silences and the elephant in the room to change the conversation space, by discussing the undiscussable. When unwelcome perspectives in the room are invited, decision-quality increases sharply. You'll hear about simple drills you can apply in any meeting to expose blind spots, pressure-test plans without blame, avoid defensive responses, and invite honest pushback from the people who know.

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Frank Garten

DISAGREEMENT, RUN WELL, IS THE SHORTEST PATH TO DECISION SPEED.

Perspective Intelligence is the discipline of deliberately taking in radically different mental models. It turns controlled disagreement into speed. We widen and sharpen inputs, then test our views rigorously so the best idea survives contact with reality.

Learn the 3-Step ‘Blind-Spot Scan’ to state the core of the idea, expose hidden assumptions, and hunt evidence that may destroy our views. Then we run the ‘5-Minute Red-Team Drill’: it follows tight roles and exact prompts to pressure-test plans rigorously, without blame.

Perspective Intelligence leads to faster decisions, fewer reversals, and genuine buy-in because dissent was used, not ignored. This keynote is provocative, practical, and usable the same day. If you dare to face different perspectives.

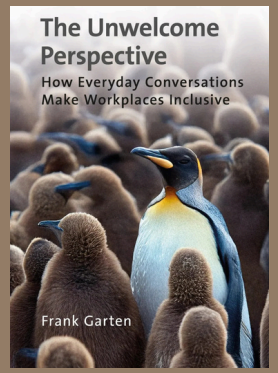
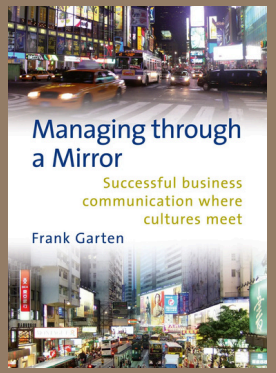
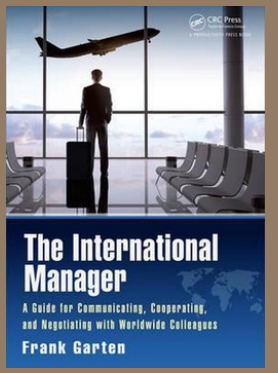
CONTENT:

- Perspective Intelligence and the model describing it: Breadth of Input × Contest Quality × Lock-In.
- Rigorously review your current strategy using different perspectives: the blind spots will emerge, and can be addressed instead of ignored.
- The 5-Minute Red-Team Drill is a fun way of testing plans: define roles, decide on prompts that test your assumptions, and follow rules that sidestep politics.
- Language to invite dissenters and operators; protocols to test what people say, and what they mean to say.
- Program yourself with a constructive and critical, rather than negative and defensive mindset.
- Metrics: decision lead time, reversals, reopenings: simple templates to register the gains and take these back to work.

Frank Garten

PRACTICAL

Frank's keynotes are lively, funny, yet grounded in deep research about the topics he is speaking about. Striving for maximum interaction, he will invite the different perspectives living in the room. Use his keynotes as a catalyst to discuss the undiscussable with your teams, or include a talk by Frank in the next offsite when different – and perhaps unwelcome – perspectives should be voiced.

Keynotes are 30-75 minutes and always tailored to the needs of your audience, and your intentions for the event.

Frank's Books