

## Important Concepts for Lesson 3

- **Genealogy** - Historical developmental-critical research. A historical account of our current perception, organization, and action with an aim to enable a critical discussion of them and to change them.
- **Offset (relevance gap)** - The subjective meaning that gives the knowledge key to the gap created between our current perception and its time in relation to the new situation.
- **An emergent system** - The new emerging circumstances; Heritage system - our perceptual organizational heritage.
- **System** - Formulating the system map allows us to develop knowledge (about the system and its components) and present it graphically. The map simultaneously shows the complete system as well as its components and connections.
- **Potentials** - The entire positive and negative possibilities that are concealed in the emergent system and it would be desirable to act in order to influence them for our benefit.
- **Initial Strategy** - General lines and principles for a strategy or for other alternatives to a strategy that will serve our interests.
- **From Logic to Form** - The process of formulating a concept that answers the question of what will enable the strategy to be implemented, including the organizational forms, modes of action and fundamental changes that are needed for power.
- **Contrast** - Application of critical thinking towards the initial strategy formulated after recognition of the offset. We need to have a critical discussion of strategy review through both examining obstacles in the operating environment and understanding additional barriers (e.g., internal or perceptual) in a way that will allow us to improve, change, and ultimately to achieve a better and improved version of the strategy.