

> ANSWER KEY 3

CHAPTER THREE: INTUITIVE FORECASTING

- 1 (p. 71) intuition people call on most when meeting new people or when knowing the right moment to do something or what to do.
Trend forecasters use it to identify 'stuff' – an alert mechanism to warn himself/herself that something new and next is in the offing
- 2 (p. 75) because organizations/companies see a discernable value in working with people who have accrued a thorough knowledge of a field or specialism over a period of time
- 3 (p. 76) the ability to put yourself in another person's position, and to view the world as he or she sees it
- 4 (p. 78) using what you know from past experiences, combined with what you have learned from the present, to create or envision a future that is likely, if not probable, based on flashes of insight you have when these two are combined
- 5 (p. 78) b. historic awareness
- 6 (p. 83) followers of Buddha
To place what you have learned from previous experiences to one side and to focus on present events without preconception and without prejudicing what you are seeing or thinking with views you might already hold to be true or correct
- 7 (p. 84) because it enables the accurate mapping of people, places and things
- 8 (p. 90) when you are mentally relaxed, distracted or disengaged from the task under review
because the default neural network part of the brain works more effectively when not trying to place parameters on it or demand outcomes