

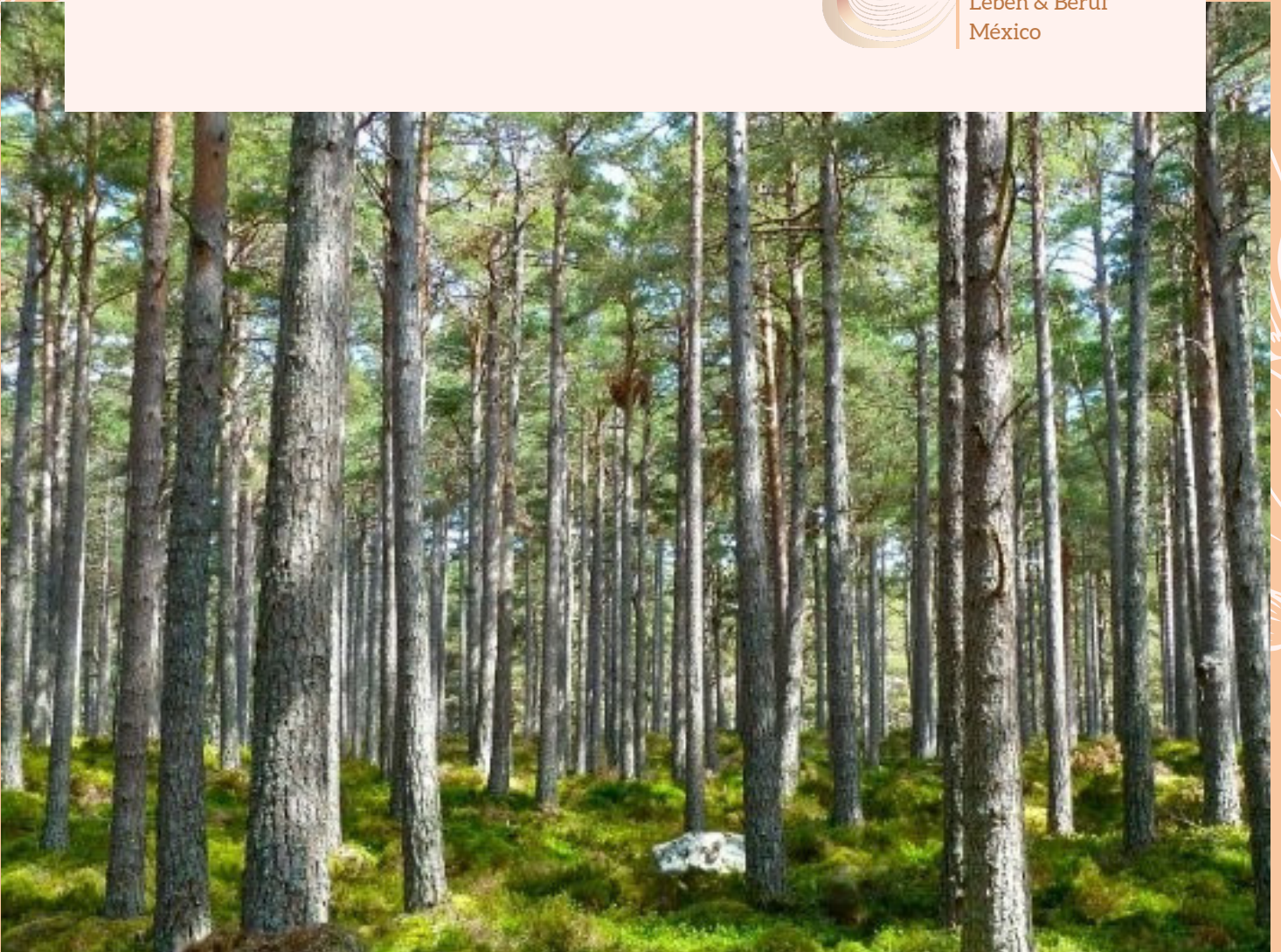
# Intuition

## Leadership with the "Sixth Sense"

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# Intuition - Leadership with the „sixth sense“

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Have you ever had a bad feeling in the course of a project which has told you unmistakably that something has been going wrong? Or have you ever experienced that your first impression of an applicant in a job interview told you, “This is the person I am looking for“, or „No chance – we won’t work together –ever.“

Most experienced executives know this gut feeling which is also called „intuition“

Intuition refers to our inborn emotional knowledge, an intuitive sense of understanding the true nature of a situation in its entirety. Intuition does not mean interpreting a situation by adding theories or external knowledge to it. Instead of analysing and reflecting on a situation, we gain knowledge through intuition. The bottom line, the key issue of an actual situation is realized emotionally. In an instant we connect all our senses with our experience of life. Surprisingly, we can sometimes even feel and foresee future developments. ”This employee can develop /.../.“ ”This idea will be a success. It is a golden opportunity /.../.“

So, intuition is the competence of recognizing the uniqueness of a given situation, not its general or mainstream meaning.

Leaders without intuition are blind, empirically searching and groping. They often appear to be too academic and intellectual. Especially when working with people, we need intuition.

Leaders who are able to sense and realize what concerns other people

- find spontaneous solutions in sales talks or team dialogues
- respond better to their staff and encourage them in their development
- react to difficulties in a team or in a project at the right time
- develop a feeling and ideas for market and customer needs.

A special type of intuition is creativity. Creativity does not develop from analysing data, facts and figures, operational objectives or dictates of the market. New ideas can develop only by examining a given reality personally and intuitively.

Now then, the question is: How can intuition develop and how can leaders promote intuition?

You cannot “produce” or “create” intuition, you cannot even simulate it by using a computer since it is a highly creative and complex process. The only way to develop intuition is to let a situation sink in and to listen to and pay attention to its echo. Intuition means being aware of oneself and by doing so getting a feeling for a situation, for other people and for the consequences this might have. We can actually be able to feel inner consent/ agreement or disagreement. That’s all.

Many managers in leading positions think feelings should not have any place in economy. At best, there might be a place for feelings in advertising. They distrust their gut feeling and rely only on rational arguments, facts and figures because they are easy to communicate and defend. Frankly speaking, following intuition does not necessarily guarantee making the right decisions. However, especially experienced leaders should have the courage to refer to their inner voice when making decisions. They should stand by their subjectivity and renounce having to defend every decision by means of facts and figures. This is because they know from experience that they can rely on their intuition.