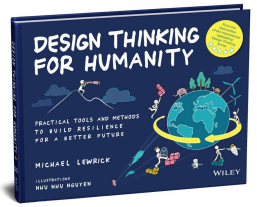
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# Sensemaking

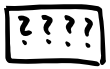



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**Quick guide:** Sensemaking is the collaborative process of turning identified patterns into shared meaning, by narrating and contextualizing complex information so foresight becomes genuine insight.

**More tips & tricks on book page: 98**

## 1 Map Patterns & System Vulnerabilities



*Review your identified macro patterns: What active friction points, behavioral shifts, or structural system vulnerabilities are emerging across our environment?*

## 2 Articulate Core Insights & Paradigm Truths



*Synthesize patterns into deep realizations: What baseline operational assumptions or default user choices have been fundamentally challenged?*

## 3 Define Strategic Implications & Pivot Choices



*Translate insights into imperatives: If these macro-environmental movements occur fully, what specific resource choices, structural parameters, or operating rules must our frame adjust? Start to discover the implications with "So, what …".*

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