



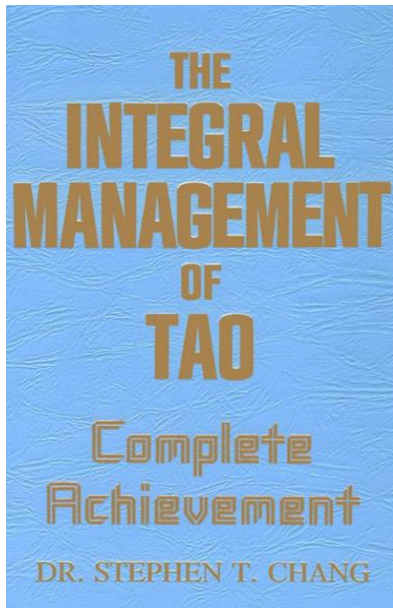
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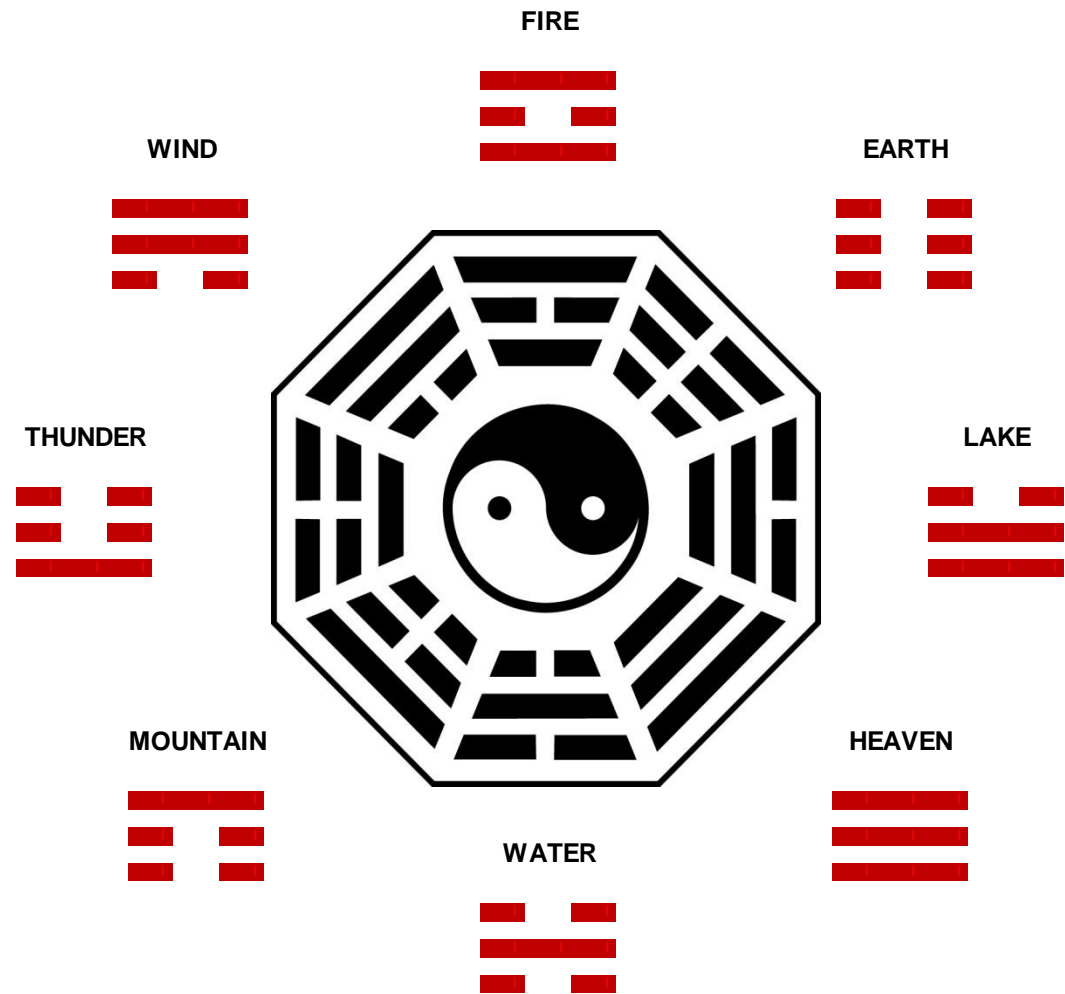
Foundation of Success: The Eight Attitudes

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Eight Attitudes based on Eight Trigrams



Note: this presentation references materials provided in the book *The Integral Management of Tao* by Dr. Stephen T. Chang

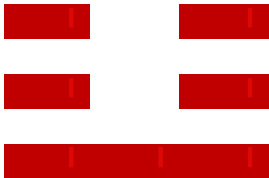


Trigram Qualities and Actions

TRIGRAM	SYMBOL	KEY QUALITIES	ACTION
	THUNDER	Movement Activity	Stirring-up Arousing
	WIND	Initiation Obedience	Entering Penetrating
	FIRE	Intelligence Understanding	Congregating Clinging
	EARTH	Receptivity Harmony Accord	Responding Yielding
	LAKE	Joy Enjoyment	Stimulating
	HEAVEN	Productive Energy	Persisting
	WATER	Cautious Danger Desire	Venturing, Falling
	MOUNTAIN	Stillness	Stopping, Grounding

Attitude of Thunder

THUNDER



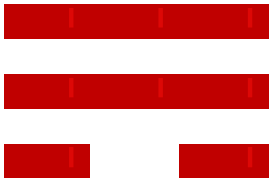
Meaning: *Connotes stimulation, signals the end of winter and the beginning of spring, symbolizes life and creation.*

Explanation: The spirit of thunder is critical to success as it signifies creativity, inventiveness, improvement and the ability to start anew.

Implications: Without creativity one can neither promote oneself nor even keep the current position for too long, as the invisible hand of the forces of evolution will eventually sweep the old and obsolete systems and processes. In order to be successful, one must move in the same pace with time and introduce new methods, new ideas, new thinking and new techniques. Managers must also have creative employees and bring “new blood” to the organization.

Attitude of Wind

WIND



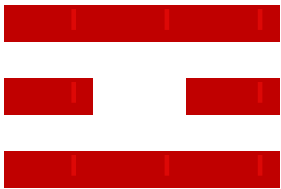
Meaning: *Represents will power, as an alternative to free will. Also signifies the related qualities of kindness, penetrating concentration and loyalty.*

Explanation: Contrary to common opinion, even wind does not have free will, as it's the result of air moving from the areas of high pressures to the areas of low pressures. A few key qualities accompany wind: a) attitude of kindness, making all interactions as smooth as the breeze, b) penetrating concentration, as the wind can get into virtually any crack and c) loyalty, as the air is always there supporting life like a good friend.

Implications: Similar to wind, human beings live in the world full of pressures and are unable to navigate through life according to one's free will. Instead, one must develop the will power and complement it with the key qualities of the wind. An attitude of kindness guarantees either victory or protection in virtually any situation.

Attitude of Fire

FIRE



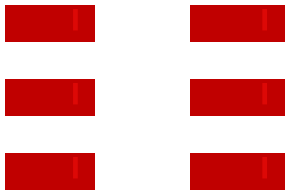
Meaning: *Signifies giving, as fire, even though it produces light and warmth cannot burn by itself and needs to be fueled.*

Explanation: The spirit of fire enlightens human being to the fact that giving must be mutual. Nobody can survive without the help of another person. The wisdom of fire teaches us that we must have an attitude of returning a favor, any favor.

Implications: A common misconception is that the true giving does not expect anything in return. This, however, violates the Law of Cyclicalness (or the Cause and Effect). Any action produces a counter-action to ensure completeness. By taking one-sided attitude towards giving one virtually ensures that the results of the giving are either taken away or a some other form of retribution manifest itself eventually.

Attitude of Earth

EARTH



Meaning: *Connotes silence, resistance and passiveness; indicates stopping, regression or withdrawal.*

Explanation: The Earth is a great supplier and supporter of life, but it does so silently and passively, which reminds us that not all progress is obvious. Furthermore, life on Earth is finite and sooner or later it reaches an end, which reminds us of an end of all that exists. On the other hand, stopping can also indicate a temporary respite, as even a harsh winter is eventually superseded by life giving spring.

Implications: The principles of withdrawal and how one utilizes it can work in favor of one's objectives and constitute a great wisdom. A temporary retreat from a task (a vacation) can bring renewed energy and understanding, while a permanent withdrawal from one's role can indicate completion and moving on to a new mission and life. Unfortunately, the "never-quit" attitude, which does not provide the withdrawal alternative, victimizes many people.

Attitude of Lake

LAKE

Meaning: *Teaches us to find joy in whatever one is set to do as a way of one's evolution and personal growth.*

Explanation: Many successful people share one common trait: they enjoy what they do and find amusement in their work. Alternatively, many people are very unhappy with their daily work and look for vacations and weekends as the way to unwind and find happiness. This often turns out to be only a temporary way to sweeten the bitter life.

Implications: One's job, and in fact anything one is set to do, may be used as a method for personal evolution and growth. The force that propels us towards growth can be compared to the force that allows a plane to take off and fly. In the beginning a great force is required for takeoff, but then, once in flight, only a fraction of the force is needed to maintain the plane in flight and enjoy its benefits. If the force of maintenance is discontinued, the plane will eventually fall.

Similarly, once a person achieves sufficient mastery in his or her job, any job, the job becomes almost effortless and can lead to the perfection of one's skills resulting in personal inner growth. Recreation, on the other hand, weakens or cuts off the force that keeps us in the evolutionary position. We know when this force is weakened: we feel relaxed. The price for the relaxation is high – it is always hard to get back to work, similarly to the plane, which attempts to gain lost altitude after a descent.

Attitude of Heaven

HEAVEN

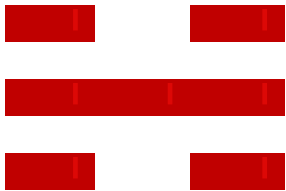
Meaning: *Absolute progressiveness, never ending evolution of everything in the Universe.*

Explanation: Life is to live. The value of live is that we always have something to live for: a desire, a dream or a goal. The basic premise of evolution and, therefore, of success is the constant strive for improvement.

Implications: The basic prerequisite for success, or absolute progressiveness, is the desire to improve oneself. If a burning desire or goal is nonexistent, a person simply does not have a drive to do anything. If the drive is present, the best way to move forward toward manifesting one's desire is via setting specific goals, a prerequisite for any success. The goals must be written down to become effective and turn into actual execution plans.

Attitude of Water

WATER



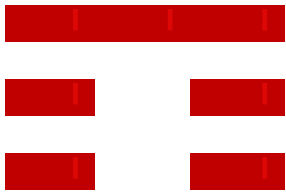
Meaning: *Connotes purification, just as water cleans and refreshes everything. Represents discipline as the way for dealing with danger and uncertainty also associated with water.*

Explanation: All life on this planet survives and flourishes because of the purifying and nourishing qualities of water. Water also represents danger, as its nature can be uncertain and depth unpredictable.

Implications: Both qualities are vital to success: to be successful one must “purify” himself or herself from any “excessiveness, extravagance, and easy indulgence.” One must also develop discipline in order to pursue one’s goals and use one’s short time on Earth effectively.

Attitude of Mountain

MOUNTAIN



Meaning: *Connotes tolerance, just as a mountain tolerates the presence of everything that it consists of.*

Explanation: A mountain is grand because it does not discriminate and allows everything that comes to it, i.e. any kind of tree, animal or mineral, to stay and become a part of it. In turn, all that come to the mountain preserves it and gives it meaning.

Implications: A lone individual is limited and must have the help of others to achieve success and fulfill his or her mission. A truly successful person must tolerate others and work with them as one is progressing to one's goals. The greater the tolerance the greater the success. However, a true challenge arises when one has achieved success and prominence, as it often leads to a decrease in one's tolerance leading to a subsequent disaster.