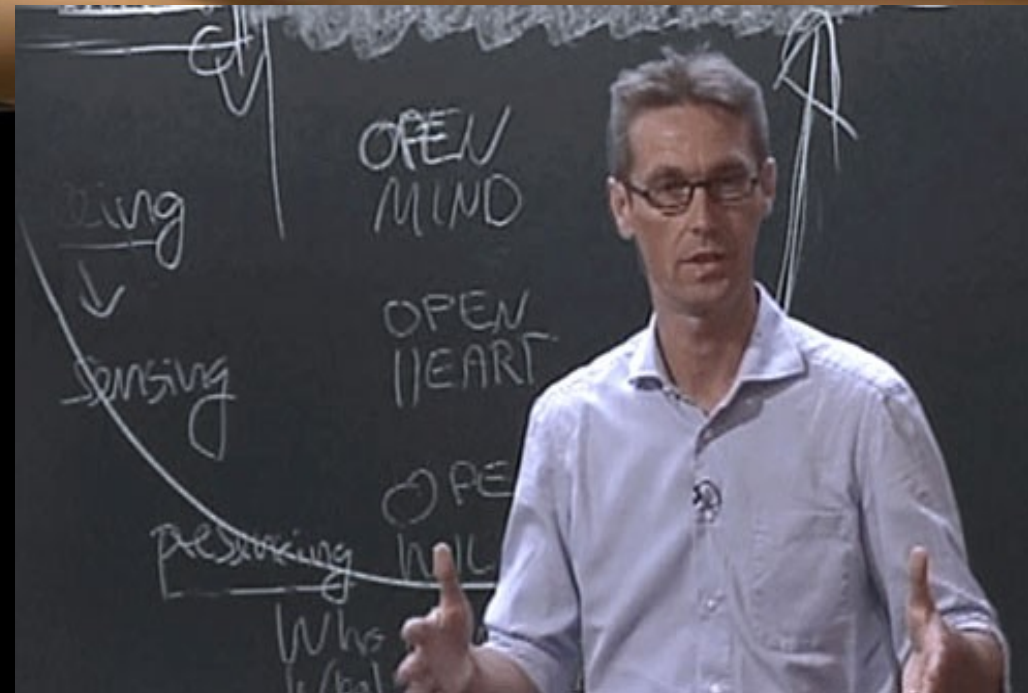
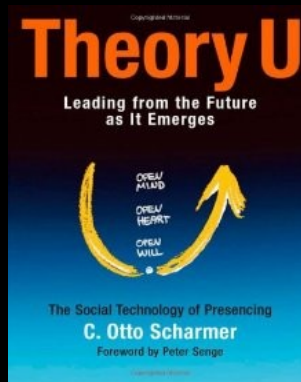
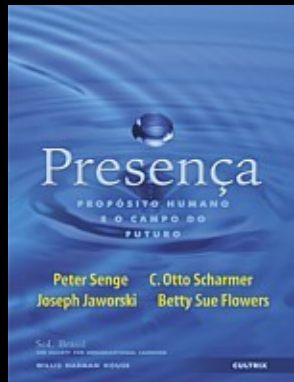
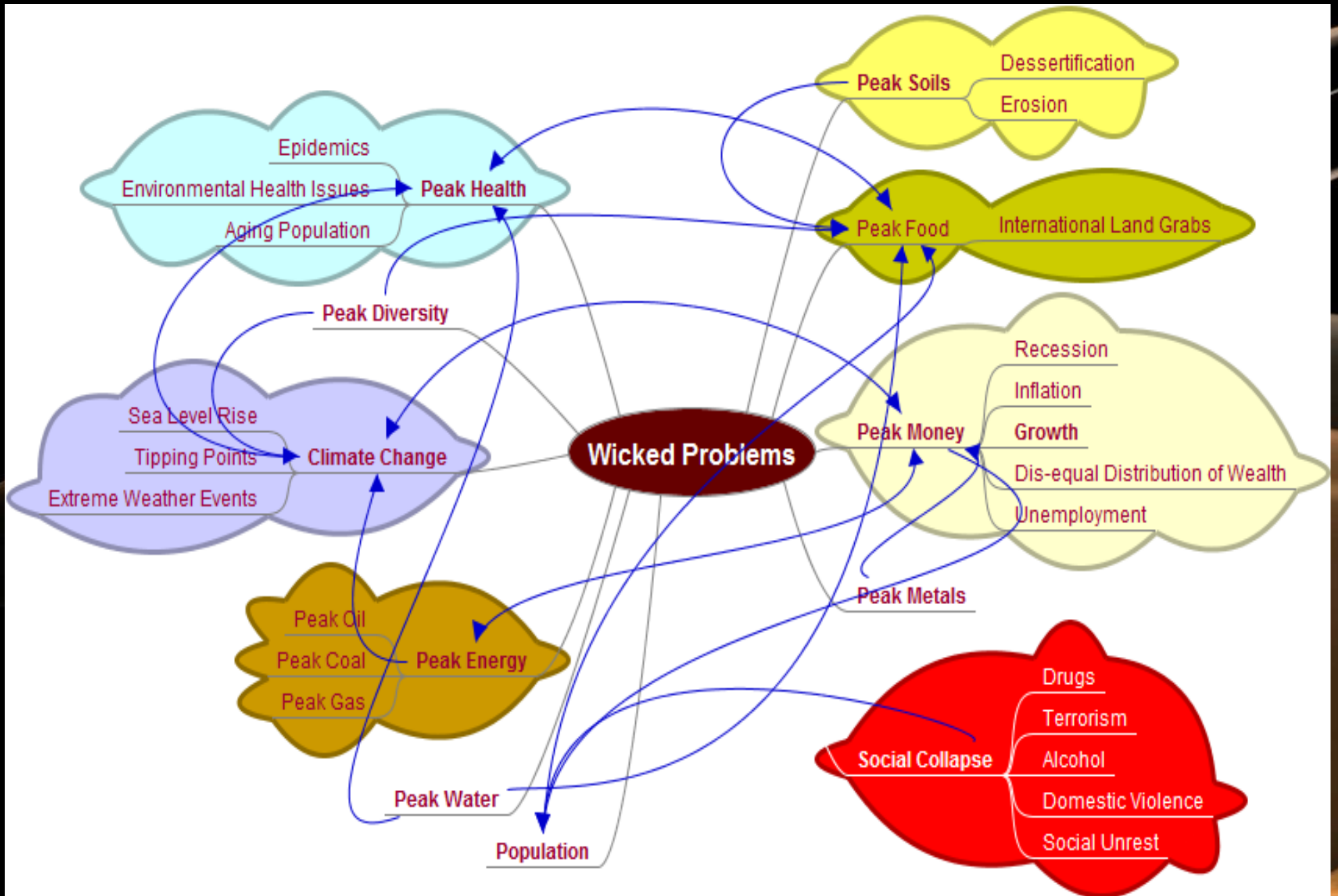


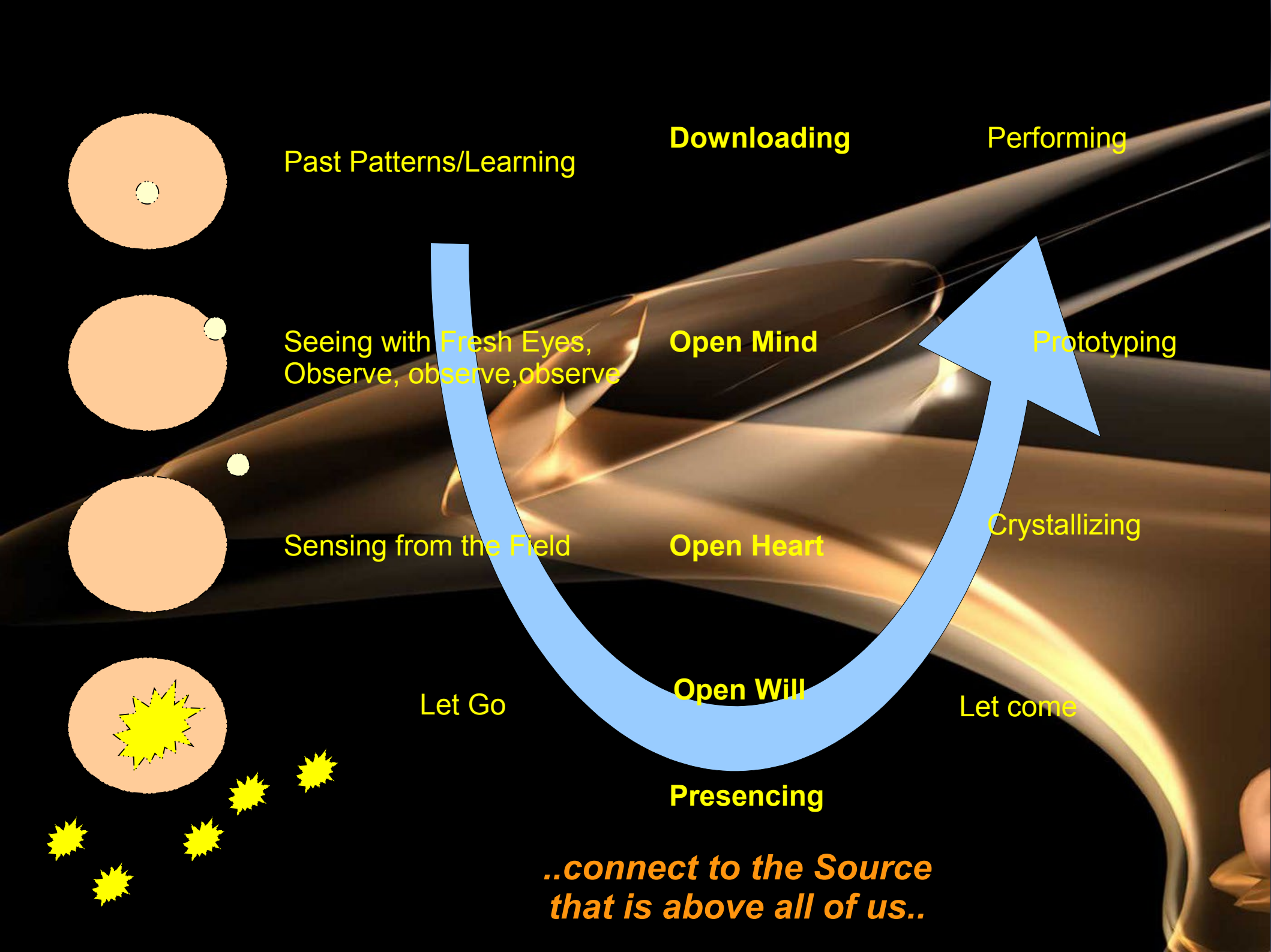
# Presencing

## Theory U

Otto Scharmer, Peter Senge, Betty Sue Flowers, Jacob Jaworski  
MIT-Sloan







Past Patterns/Learning

Downloading

Performing

Seeing with Fresh Eyes,  
Observe, observe, observe

Open Mind

Prototyping

Sensing from the Field

Open Heart

Crystallizing

Let Go

Open Will

Let come

Presencing

*..connect to the Source  
that is above all of us..*

### 1. CO-INITIATING:

**Build Common Intent** stop and listen to others and to what life calls you to do

### 2. CO-SENSING:

**Observe, Observe, Observe** go to the places of most potential and listen with your mind and heart wide open

### 3. PRESENCING:

**Connect to the Source of Inspiration, and Will** go to the place of silence and allow the inner knowing to emerge

### 5. CO-EVOLVING:

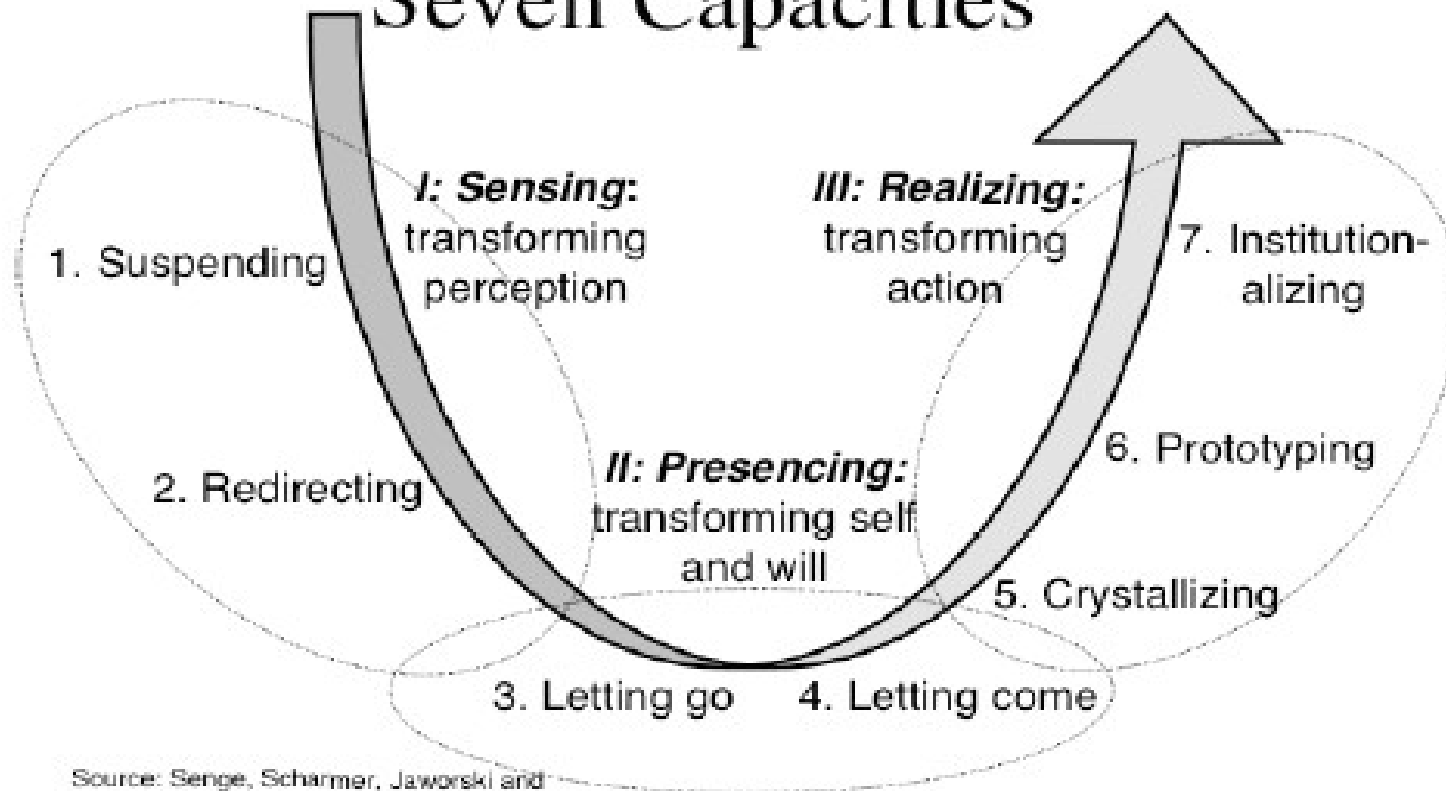
**Embody the New in Ecosystems** that facilitate seeing and acting from the whole

### 4. CO-CREATING:

**Prototype the New** in living examples to explore the future by doing



# The U Process: Three Spaces, Seven Capacities



Source: Senge, Scharmer, Jaworski and  
Flowers

**..perceive the Future that is wanting to manifest through us..**



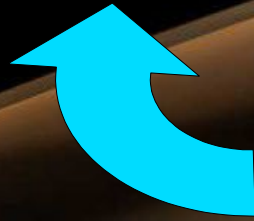
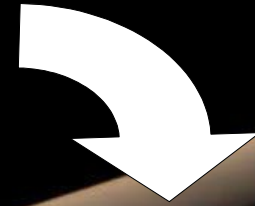
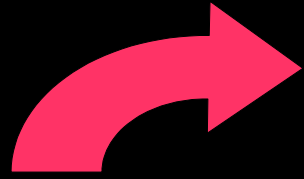
**Concrete  
Experience**

**Active  
Experimentation**

**Reflective  
Observation**

**Abstract  
Conceptualization**

**Presencing**



**17 e 18 de Setembro – Carrancas/MG**

