Energy-Based Problem Solving

An Anecdote From Brian

In my earlier career, decades ago, I worked for a large high tech firm as an engineer. It was great "left-brain" challenges and a lot of fun back then. Most of my metaphysical practices were at night or on the weekends, but there were times they came in quite handy at the office.

At one point, I was a member of a very diverse group scattered across the world. We were under a single manager who lived in Atlanta GA. I worked for this guy for two years and had never met him face to face. I had an opportunity to travel to a conference in Atlanta, so I called him up to let him know. I told him it might be novel for us to actually meet. He agreed. We'd get together for drinks after work.

We had a good time catching up and getting to know each other a bit outside of work. Then I realized that, besides supervising the team (which was minimal effort), I really had no idea what he was doing these days – so I asked. His energy immediately changed. Even if you weren't practicing in reading energy, you would have noticed. He was very stressed out.

Our company had offices everywhere, with lots of computers, printers, and other peripherals. To save money, they started a project to outsource the maintenance of all of our printers to Kinkos (rather than having it done in-house). Here's the problem. The printers are in secured locations, and each site had its own security procedures. The Kinkos staff would have to use sets of keys, keycards, codes, different IDs, etc. It was a nightmare, and my boss had been spinning on it for quite some time.

Rather than being in "engineering mode" during this conversation, I simply sat there and monitored his energy. What I got was frustration, frustration, frustration. Then, briefly, when he mentioned the secured locations, it dropped to fear and then quickly back to frustration. I took note of that. When he was done, I turned to him and asked why the printers were all in secured areas of the buildings.

He explained that years ago they had them out on the open floor. An engineer who thought he knew what he was doing reconfigured one of them and really screwed it up. It took two days to get it working again.

I looked at him calmly and said: "So, because of what one engineer did to one printer years ago, you are now trying to work around an impossible situation. Have you considered putting them back out on the floor with a little sign that says 'Don't Touch"?

He just stared at me. "Where were you 6 months ago?"

You don't necessarily need to have a technical background. You don't always need to have to draw upon brilliance. Sometimes it's just about the ability to read energy. Most poor business decisions are fear-based.