

100% LIVE

Enterprise Design Behavioral Patterns





INTERSECTION GROUP

We help people create better enterprises.

Behavioural Patterns	54
⑫ Human Interest	56
⑬ Nurtured Trust	58
⑭ Powerful Questions	60
⑮ Listening to Understand	62
⑯ Hint	64
⑰ Tangible Presence	66
⑱ Walking Your Talk	68



Human Interest

You want other people to know you care about them.

In this context:

When you focus too much on the content of your work and not enough on other people, they can feel excluded and ignored.

Therefore:

You talk with them about their goals and concerns.

Consequently:

They see you care about their goals and concerns and take a personal interest in them.



Nurture Trust

You need other people to trust you as an advisor, partner and co-worker.

In this context:

The people around you often find it difficult to trust you.

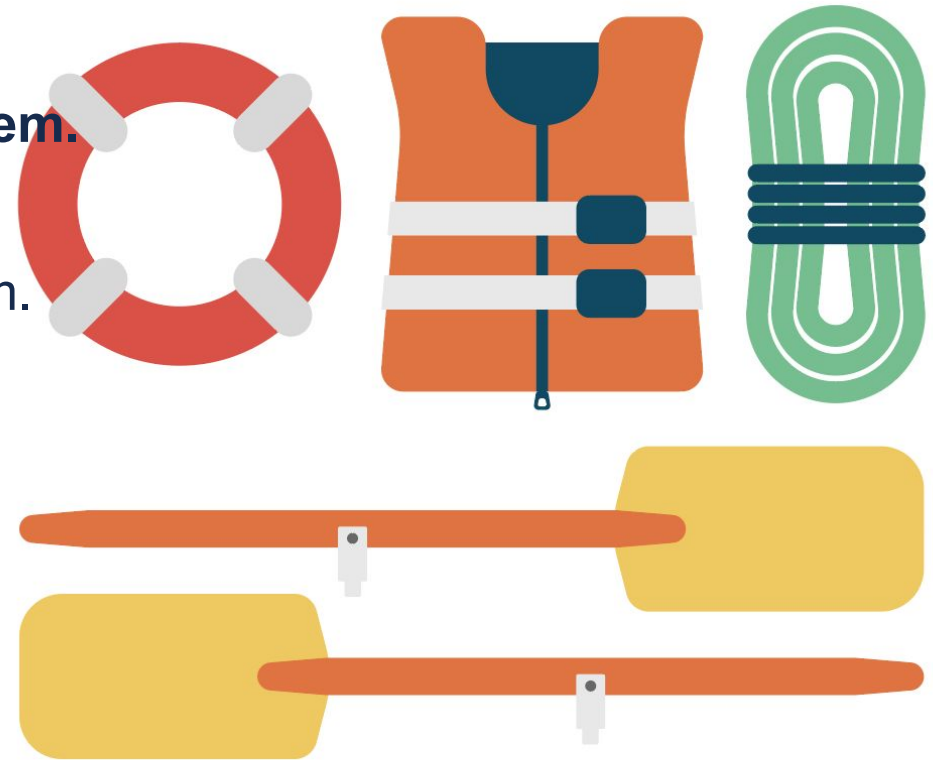
Therefore:

You prioritise being trusted in how you engage with them.

Consequently:

You become a trusted advisor, partner or co-worker to them.

They come to you for advice and invite you to participate when important decisions need to be made.



Powerful Questions

You need to explore the full wisdom of other people to co-design great enterprises.

In this context:

The first answers you get when interviewing someone seldom give the full picture.

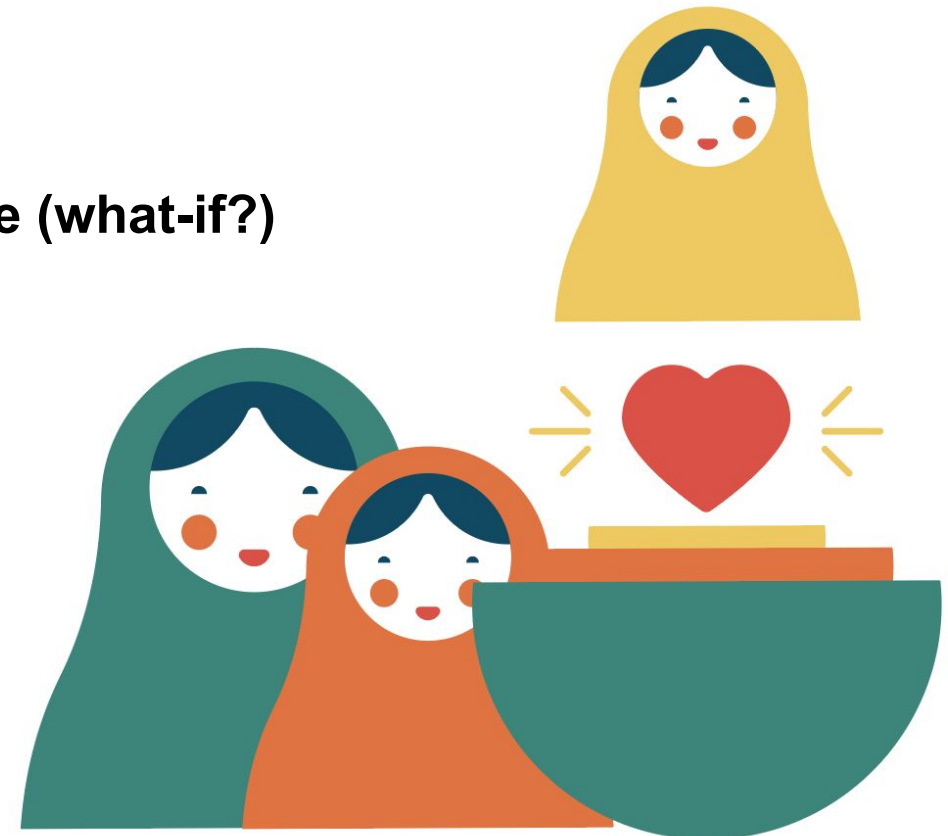
Therefore:

You learn to ask powerful questions:

- › **Explorative, Circular, Scaling, Hypothetical, Miracle (what-if?)**

Consequently:

You help your interview partners understand their own design challenges better and leads to the trust you need.



Listen to Understand

You need to explore the wisdom of other people to co-design great enterprises.

In this context:

EDs are often so focused on their design activities they forget to really listen to the people.

Therefore:

You are aware that successful communication always starts with excellent listening skills.

Consequently:

You gain knowledge of the bigger picture of the enterprise.

Your deliverables will increase in depth and accuracy.

You are building better relations of trust and coalitions.



Hint

You want other people to actively contribute to the enterprise design work.

In this context:

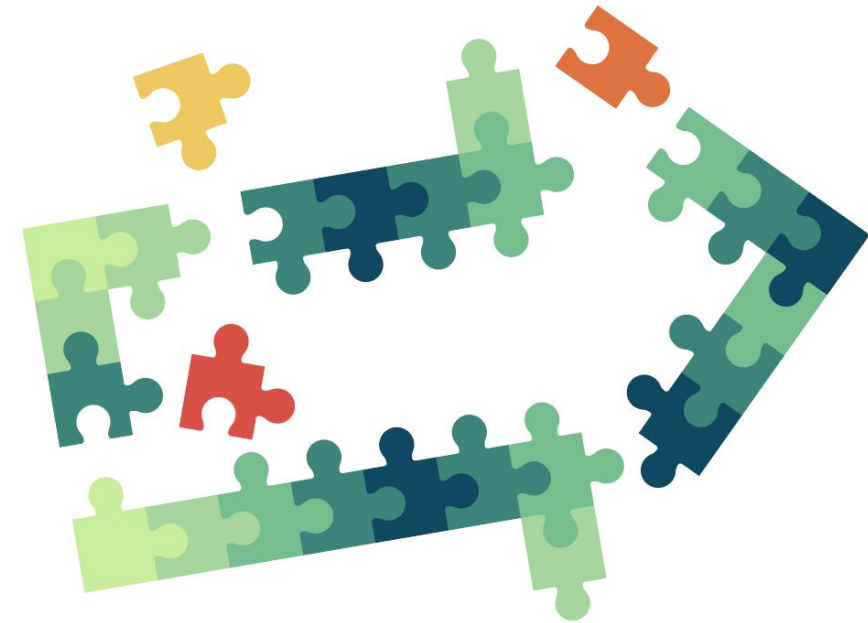
You run the risk of teaching too much and telling people what to do more often than you should.

Therefore:

**You let people discover what they need to know
and what they should do, rather than telling them.**

Consequently:

People have experienced the “aha moment” of connecting the dots by themselves.



Tangible Presence

You want other people to feel they know you well enough to trust your intentions and actions.

In this context:

*You are so busy collecting information and creating things,
you often disappear from their sight for weeks.*

Therefore:

**You reserve enough time to have regular formal
and informal interactions with them.**

Consequently:

Because they regularly interact with you and the work you do,
they feel they know you well enough to trust you,
your intentions and your work.



Walk your talk

You want other people to feel they can predict your actions and trust your promises.

In this context:

It is easy to lose track of what and when you promised to deliver.

Non-reliability leads to a decline of trust.

Therefore:

You stay in regular contact with people about your progress and possible changes in what you are doing and planning.

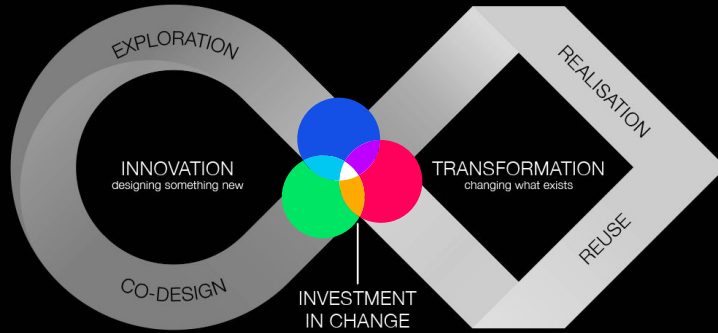
Consequently:

Because you do as you promise and keep them informed, people are confident they can predict your actions.

They feel you are reliable.

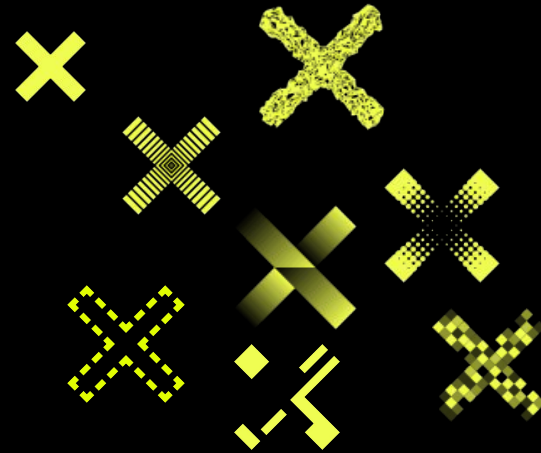


Intersection Group is a **Non Profit Association**



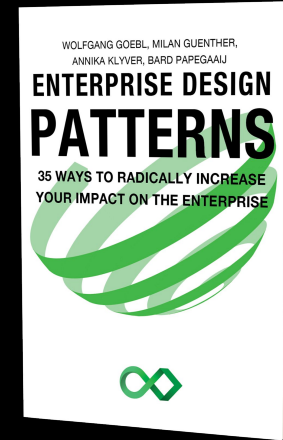
EDGY

A set of connected Open Source tools for your Enterprise Design practice



Community and Events

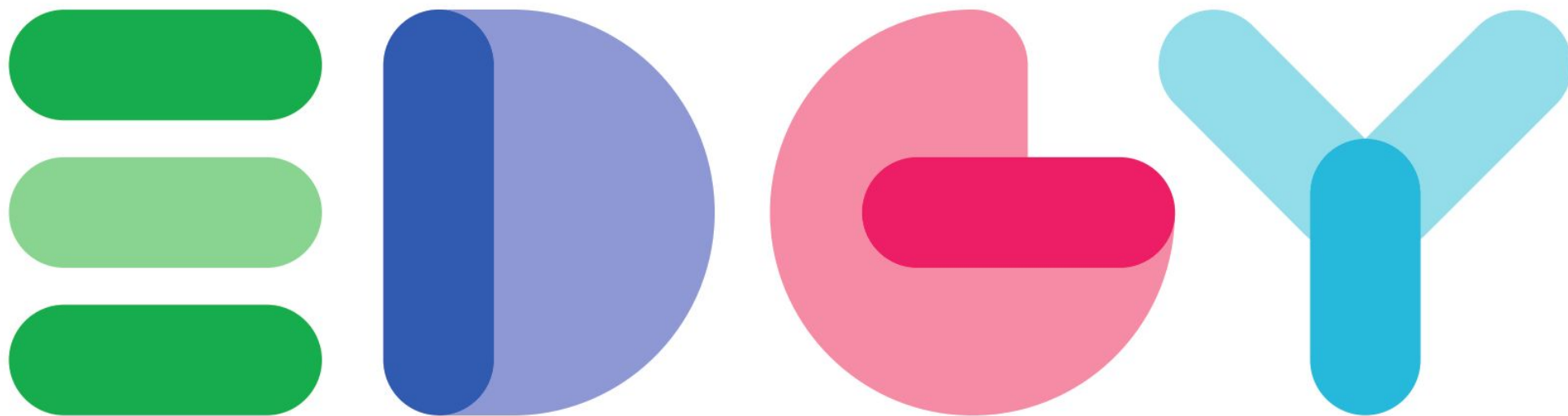
Events for a global community of thinkers and practitioners



Learning and Knowledge

Publications, content, courses and digital tools with our partners



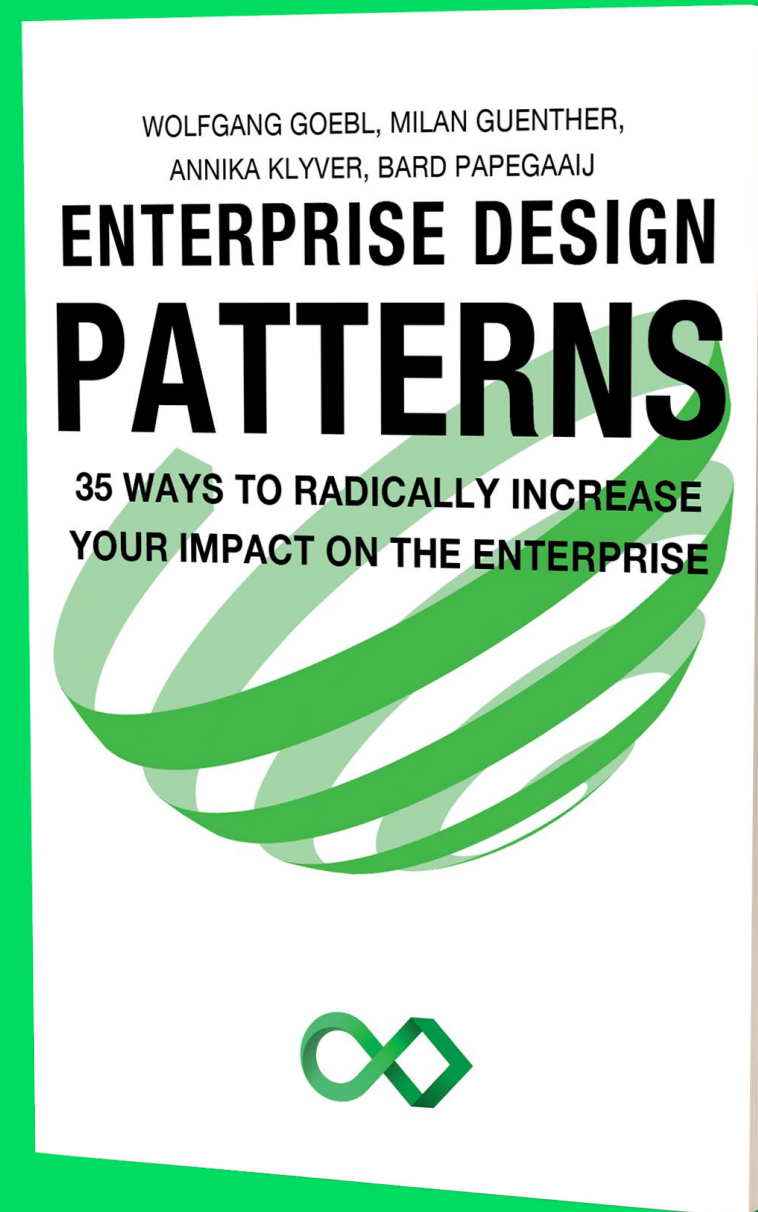


March 29, 2023



Patterns

Journey to impact
Behaviour patterns
Practice patterns
Creations patterns



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Impact Patterns	
① Personal Enterprise Vision	29
② Pre-existing Wisdom	32
③ Coalition Building	34
④ Executive Buy-In	36
⑤ Co-Created Enterprise Design Charter	38
⑥ Shared Enterprise Vision	40
⑦ Safe Negotiation Space	42
⑧ Clear Ownerships	44
⑨ Foundation of Change-Portfolio	46
⑩ Shepherded Realisation	48
⑪ Leaving	50

Behavioural Patterns	54
⑫ Human Interest	56
⑬ Nurtured Trust	58
⑭ Powerful Questions	60
⑮ Listening to Understand	62
⑯ Hint	64
⑰ Tangible Presence	66
⑱ Walking Your Talk	68

Practice Patterns	70
⑲ Evidence	72
⑳ Outside Inspiration	74
㉑ Hypotheses and Validation	76
㉒ Wearing Their Shoes	78
㉓ Dancing to Enterprise Rhythms	80
㉔ Corporate Politics	82
㉕ Focus, Shift, Refocus	84
㉖ Just Enough Design	86
㉗ Unintended Consequences	88

Creations Patterns	90
㉘ Human Language	92
㉙ Captured Stories	94
㉚ Depicting Shared Understanding	96
㉛ Moments in time	98
㉜ Toolkits Sparking Change	100
㉝ Beauty	102
㉞ Tangible Futures	104
㉟ Management Instruments	106

Glossary	108
References	110
About the Authors	118



Upcoming Webinars



Enterprise Design Impact Patterns

With Bard Papegaaij

Webinar

January 18, 2023, 4pm Berlin, Paris (CET)

Online

January 18th, 4 pm Berlin, Paris - This webinar with Bard Papegaaij presents major steps to establish and grow your influence and impact as an Enterprise Designer.

Details

Register



Enterprise Design Behavioral Patterns

With Annika Klyver & Wolfgang Goebel

Webinar

January 25, 2023, 4pm Berlin, Paris (CET)

Online

Jan 25th, 4 pm Berlin, Paris - This webinar with Annika Klyver and Wolfgang Goebel provides guidance on how to behave when interacting with your many stakeholders to build better relationships and collaboration.

Details

Register



Earnestine the Enterprise Architect

With Wolfgang Goebel

Webinar

February 1, 2023, 4pm Berlin, Paris (CET)

Online

Feb 1st, 4 pm Berlin, Paris: In this webinar, Wolfgang Goebel tells the story of Earnestine from starting her new job as an Enterprise Architect to having set up an impactful collaborative EA practice.

Details

Register



Severin the Service Designer

With Milan Guenther

Webinar

February 8, 2023, 4pm Berlin, Paris (CET)



Milky Way Enterprise Map

With Annika Klyver and Wolfgang Goebel

Webinar

February 15, 2023, 4pm Berlin, Paris (CET)



Capability Maps - the Next Generation!

With Milan Guenther

Webinar

February 22, 2023



<https://intersection.group/events/?archive=false>



INTERSECTION23

Vienna, September 18-19, 2023



Thank you!



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