

# ZIGZAG AND OUTPERFORM

By Dr Joan Marques

**“The zigzag pattern is a far more active one than the linear way in which most people and organisations still move”**

There is a lot to be said about the zigzag pattern. Some may relate it to the motions of a snake. But what's actually wrong with that? Snakes have been around forever and we all know better than to bother them!

Others may link the zigzag prototype to the lessons they learnt in preventing themselves from becoming an easy target for shooters. That's also a valuable thing to keep in mind, of course. But regardless of your initial visions about this concept, the zigzag pattern is more useful now than it ever was. In this article I am presenting two valuable perspectives of the zigzag pattern that can make a world of difference in your daily performance and the way you feel about it.

On a personal level, zigzag, which you should envision as the crisscross pattern through a straight line, stands for the following:

1. The peaks are the moments in which you reflect on your foresights: Do they still look good at this moment? Is this project or action still worth pursuing from your current perspectives?
2. The crossing points with the linear trend are the moments of reflection on the here and now: How does it feel? Are you still having fun? Still enjoying the ride?
3. The dips are the moments in which you look at your situation from the bottom up: Is it still legally, ethically, and morally sound? Are you still proud of doing it?

These reflective moments form a recurring pattern that could guide you through your actions and provide you with early alerts about changes in your perspectives or in the surroundings, so that you can adjust your behaviour or directions more rapidly than others who adhere to the linear way of living.

On a business level, the zigzag pattern resembles the alternating set of macro and micro perspectives that you have to maintain in order to keep aware of the entire picture. In this regard, zigzag entails the following:

1. The peaks resemble the macro view. Here's where you reflect on your actions from a broad perspective: How does your activity, project or operation affect the environment? What advantages does it bring for stakeholders at large? Who's getting hurt with what you do, and what can you do to reverse that? Who's benefiting, and how can you enhance that?
2. The crossing points are the here and now, or the day-to-day actions: How is your project running? Are you coping well with the hurdles that are part of this business? Is everything internally sound? In other words, are workers, suppliers, shareholders and customers still happy? Is the business still financially viable?
3. The bottom view represents the micro perspective – how do you personally feel about this project now? Are you still okay with it? Still proud of it? Still don't mind if it were published in tomorrow's newspaper?

# FORM LINEAR MOVERS

Zigzag patterns, as you see, have more advantages than you may have considered before. They enable you to outperform those who stick to the linear way of behaving, which doesn't create room for distant perspectives and reflective moments. The zigzag pattern is a far more active one than the linear way in which most people and organisations still move. Zigzagging keeps its practitioners in shape, while it ensures that they are engaged far more consciously in what they do, so they just go through life with greater gratification!

## About the Author

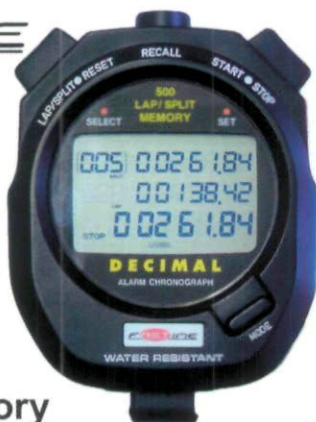


Joan Marques is author of *The Awakened Leader: One Simple Leadership Style that Works Every Time, Everywhere*, and co-author of *Spirituality in the Workplace: What it is; Why it Matters, How to Make it Work for You*. Visit her at [www.joanmarques.com](http://www.joanmarques.com).

**FASTIME**

**£40**

Including VAT and delivery



### 500 memory Decimal Minute Stopwatch

**Stopwatch:**

Triple display showing: split time, cumulative split time, continuously running cumulative time in 1/100th minute

**Data Storage:**

Up to 500 splits can be stored in memory. Split times are stored in segments.

Countdown timer and pacer functions

Stroke measurement

In this mode the duration of three strokes is taken and the stroke frequency (counts per minute) is calculated.

AST Limited 01530 411321.

Email: [Sales@astopwatch.co.uk](mailto:Sales@astopwatch.co.uk)

Website: [www.astopwatch.co.uk](http://www.astopwatch.co.uk)

All major credit cards accepted

**tectime**  
SETTING STANDARDS

**SAMPLING  
SIMPLY**

In the

**PALM**

of your hand

TECTIME DATA SYSTEMS LTD  
COPTHALL HOUSE, KING ST. NEWCASTLE u LYME. ST5 1EZ  
tel. 01782 799567

[www.tectime.com](http://www.tectime.com)

Copyright of *Management Services* is the property of Institute of *Management Services* and its content may not be copied or emailed to multiple sites or posted to a listserv without the copyright holder's express written permission. However, users may print, download, or email articles for individual use.