

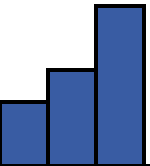
IntelliVen helps CEOs and their teams to get understanding, vision, and high performance..

People are Smart ... Teams are Smarter

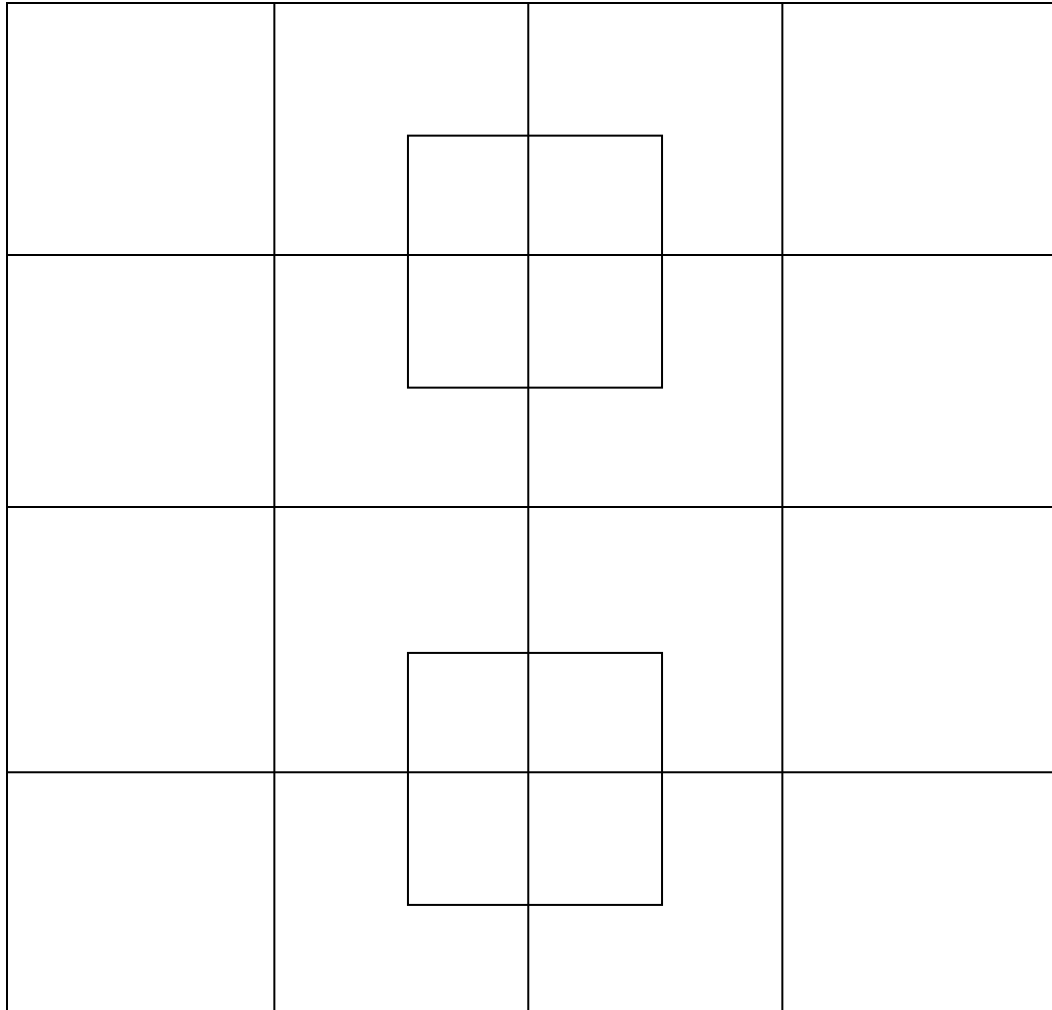
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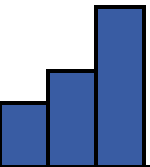
How many squares do you see?



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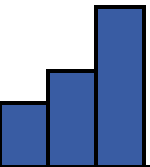
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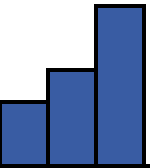
Instructions

- **Part I**
 - Pass out the **How Many Squares do you See** page to everyone present
 - Ask everyone to count the number of squares on their own
 - Allow 2-3 minutes; ask people to count quietly and to not share their answers.
 - Go around the room and ask people to call out their answer.
 - You should get answers in the range of 35 to 42



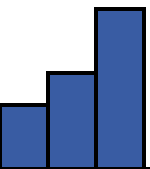
Instructions (continued)

- **Part II**
 - Divide the class into groups of 4 or 5
 - Don't do it based on what their answers were...just divide by proximity
 - Ask each group to count again and come up with one answer for the team
 - This time, when you go around, you will probably get consistent answers from each team



Points of this exercise

- **Groups:**
 - Drive to the better results than individuals
 - Achieve better results by exchanging, sharing, and pooling ideas
 - Teams are more effective than individuals.
- **Those (individuals and groups) who use a rigorous or structured approach (e.g., counting boxes by 1x1s, 2x2, etc.) will have better results sooner**

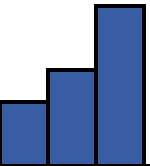


Answers

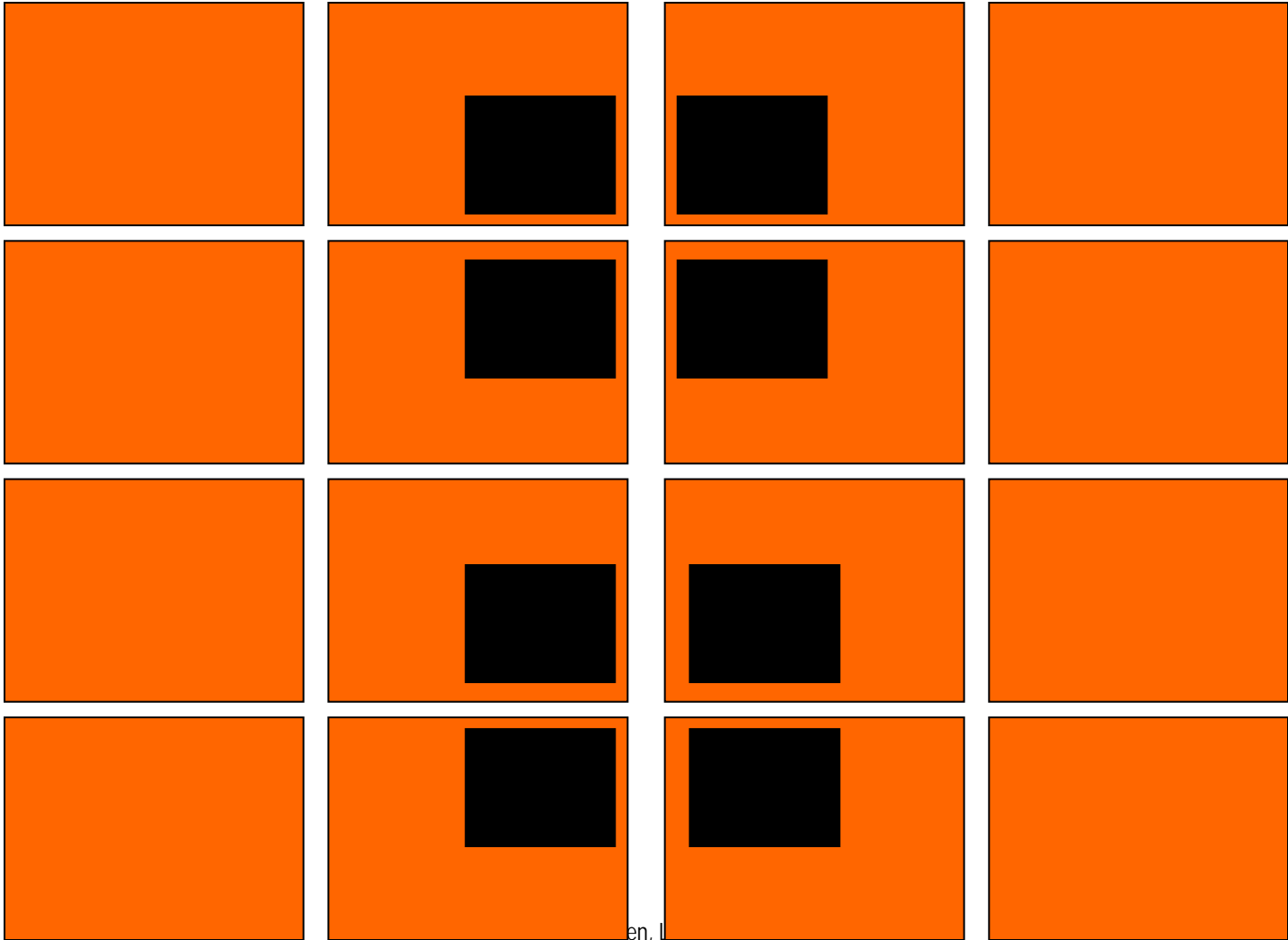
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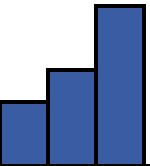
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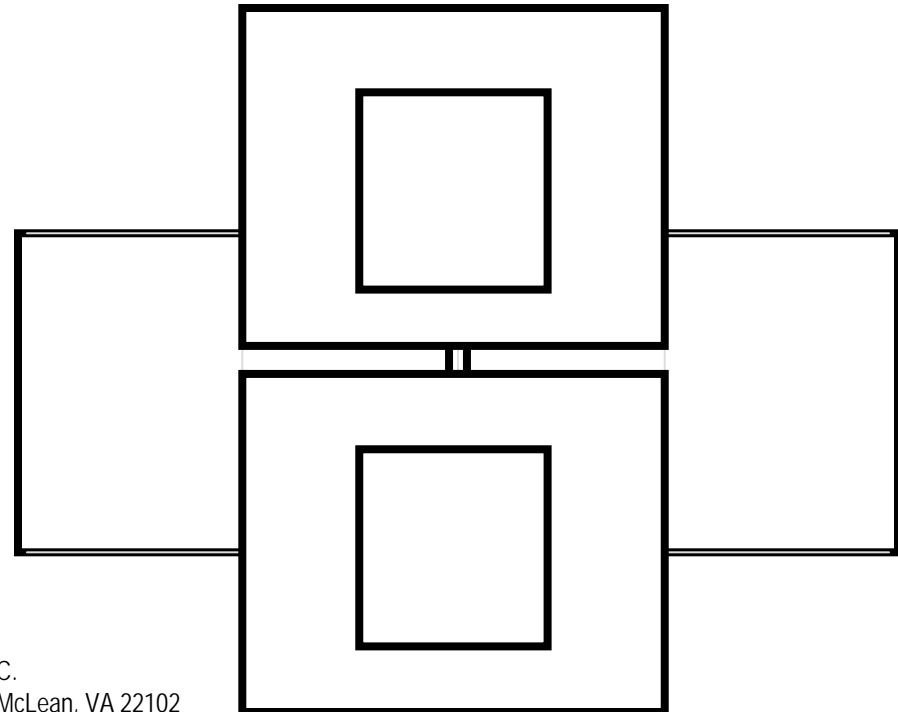
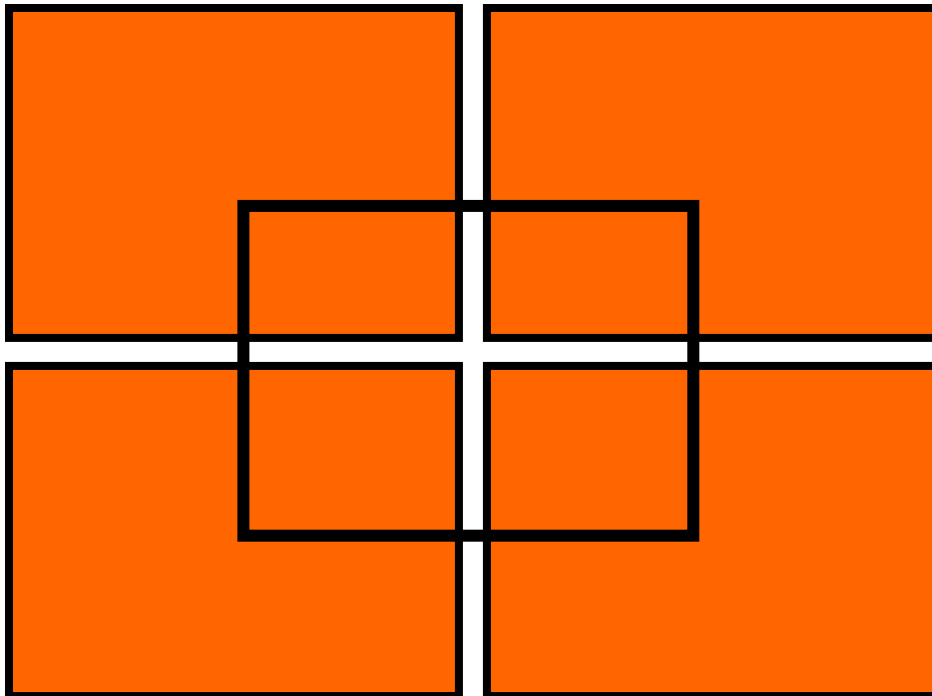
24 - 1X1s



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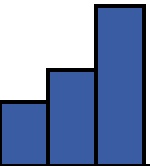
11 - 2X2s



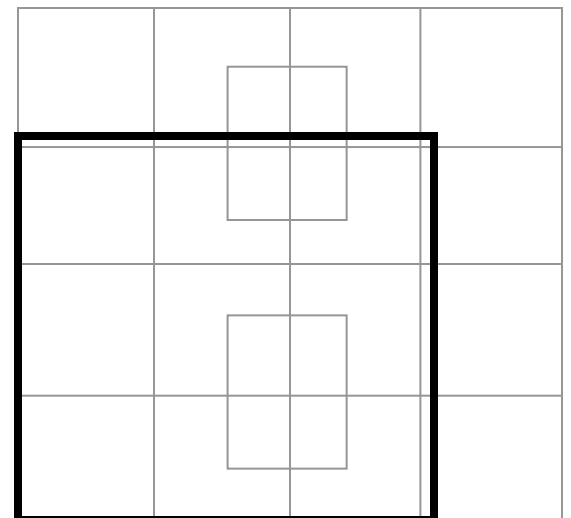
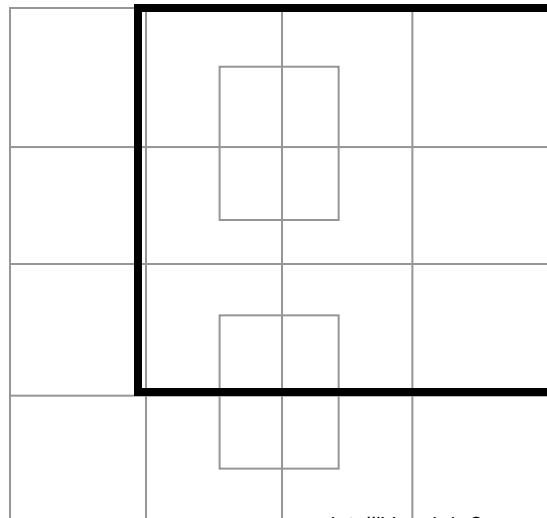
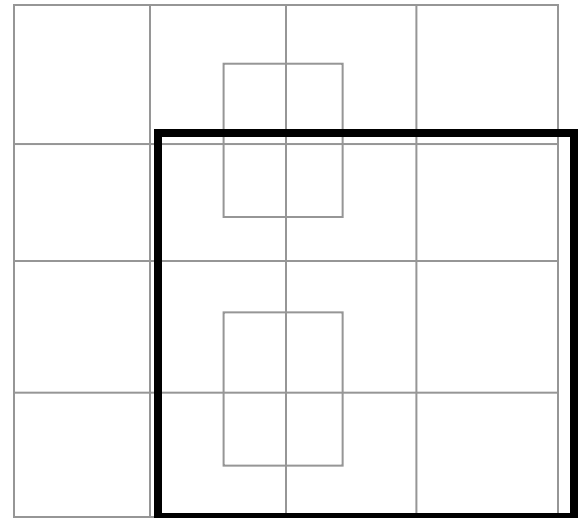
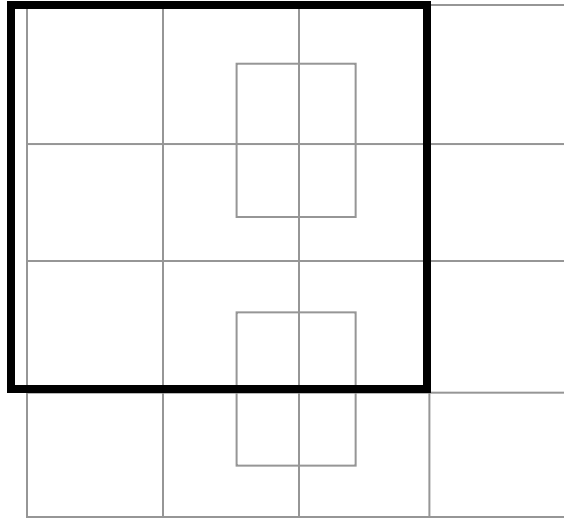
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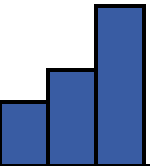
4 - 3X3s



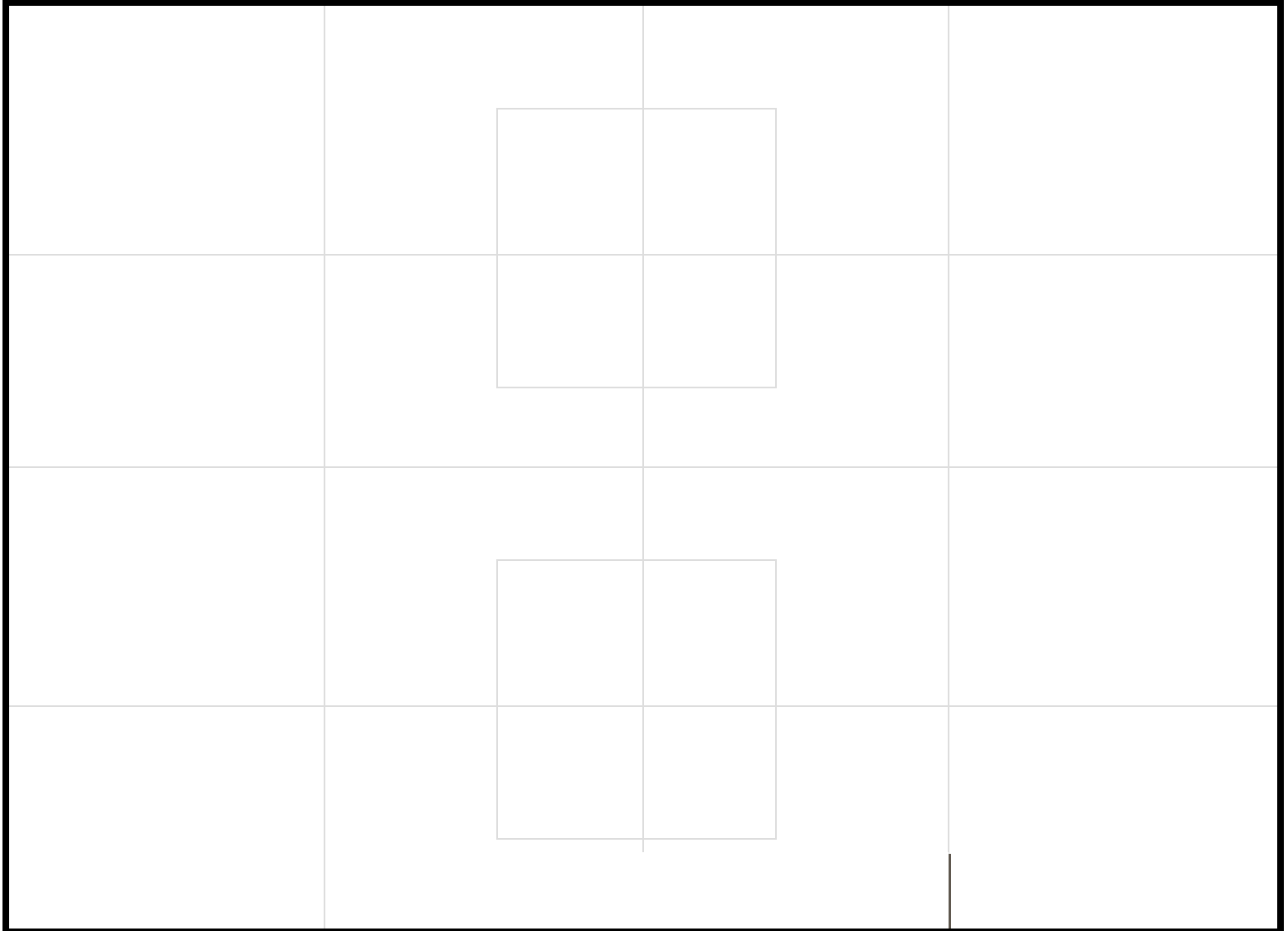
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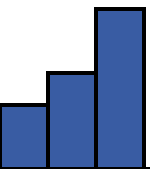
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1 - 4X4





40 squares in total

- 24 1x1s
- 11 2x2s
- 4 3x3s
- 1 4x4

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