

Man is the only creature with the ability to predict, and then act to take advantage of those predictions. Futurlogics is the system of thought that will perfect these innate processes. Futurlogics is prospective thinking, designed to free the mind to think as it should. Because the future is the potential of man, the intelligent use of that future is the maximum the mind can achieve!

## Glossary

**Futuring:** noun: The mental consideration of the future as a concept, as a potential reality, and as all that is yet to be in actuality.

**Futur:** verb: The activity of futuring.

**Futurus:** Latin: for about to be, about to exist.

**Logic:** Latin/Greek: for logic, rationale, reasoning, inference, sanity, system of reasoning; Aristotle's logic, mode of reasoning.

Now defining by combining futur + logic + S creates the new word:

### FUTURLOGICS

There is an "S" in FuturlogicS because there is plurality in the future, to a person or to the society, because of the choice or choices they make. A singular future with no detours is known only by God the Father and those Saints and Prophets He reveals this information. Since we are not HE or THEY, the future is dependent upon free will and agency. Futurlogics will always be plural with an S.

**FUTURLOGICS:** MOS: (M)ind (O)perating (S)ystem

What is a **MOS**? In computer science an **OS** is an acronym for **(O)perating (S)ystem**. An Operating System provides a base to put various apps or applications to execute. The Mind/Brain also needs an Operating System upon which we can function with what we know. It is how we apply our knowledge, either upon knowledge itself or upon the things we know about. It is theory in action. A **MOS** or **(M)ind (O)perating (S)ystem** is the theme upon which we execute our methods or praxis.

# *FUTURLOGICS*

*A System of Prospective Thinking:*

by james n. hall

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to Juliet Esther

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Thanks. 2013

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## PREFACE

This book is not just about the future. It also concerns what man *thinks* and *believes* his future to be. We *plan, prepare, wait, and predict*. Why? The rationale behind these activities is taken for granted. The future is such a necessary part of the thinking process, it behooves us to make an in-depth study of it. By so doing, one may reveal to himself that the future is a prime ingredient to life.

Yet, an exact knowledge of the future seems beyond us, like tomorrow's sunrise. But all have preconceptions of the future, even if they are guesswork. Yet living requires pragmatism. In turn, a practical idea of the future is needed to match problems that arise. Don't we demand to know the time and place for every potential event and condition? Specific time and place however, frustrates an overall study. This untempered demand of specificity is too much too soon. Much could be gained through studying the general properties and characteristics of the future; afterward, we may be in a better position to make the more difficult predictions. We will learn that the prerequisite to prospective thinking is the ability to think in the *most general of terms*.

We presently have a rudimentary prescience from trial and error. In no way will Futurlogics detract from these empirical beginnings. In fact using what we already know, to expand consciousness and awareness, is fundamental to this thesis. Nevertheless, by necessity there must be some unlearning of methods that detract from a more expansive approach. Unfortunately, unlearning is harder to do than learning from a fresh start. Therefore the heart of the generalist or futurist must have courage and mettle.

This means that the thinking system of futurlogics is the capping off of education and the beginning of the self teaching principle. It takes us back to the preschool state of mind, when the most prolific learning rate existed. Learning then was natural and easy, but somehow this ease has become dormant and almost forgotten. The aims of this book include the reactivation of the art of learning to the ideal.

Futurlogics is presented as a self-improvement book, as the subject of the future lends itself to the technique used in that class of writing currently published. The reader may find it helpful to view this work in the same format as a self-improvement book, to realize the goals presented. Most self-improvement books are "now" oriented however, formulated to improve status, prestige, and power. Instead, Futurlogics will go ahead to the future, really seeking the success promised in these other books. Accomplishing our goals should be easier and viable.

It must be understood that this book contains no prophesy, no predictions or forecasts of any kind, except those used merely to exemplify the inherent principles of prospective thinking. In no way are they to be interpreted as mystical and underlying the pattern of things to come—except in the most general way. If one is seeking such, he will have to look elsewhere, as one of the tenets of this book is that the future must be a matter of self-discovery, and not the prerogative of a select few dictating their vision to the many. Self-teaching must remain the core and wellspring of this writing. And the interpretation of religious writings should be left to those who have the authority to do so.

james n. hall 1983

Some editing has been done in this edition by the author himself and his wife Julie. Perhaps more is needed, but for those who wish to explore the unknown and the future, sufficient is more or less is more. The original discourse and intent was preserved. The additions and corrections were meant to clarify and enhance the original printing. The hazards and beauties of self-publishing were maintained. One of the hazards is that the creator of ideas must also edit, proofread, design the layout etc.. This is also the grand beauty of self-presented work as it remains original. I love self-publish works now, as every mistake is a beauty mark on a virtuous girl.

james n. hall 2013

## Chapter XIII

# PLANNING

### PLANNING VS. PREPARATION

The ability to forge out of nothingness a desired result is not to be found. We must use the powers and forces at hand to our best advantage. This is the whole reason for planning: to get maximum results out of minimum effort. Economy is the prime directive in planning.

If the meek inherit the earth it will be because they have made plans. The meek understand that knowledge is the ultimate power. Foreknowledge is the advanced level of that power, enabling the activity of planning to find its fulfillment.

Preparation and planning are interrelated. Preparation is the singular mechanics of the plan and is inversely deductive in logic, where it is oriented to an end rather than a premise. When a plan is implemented we go to a particular element of the plan and prepare it, to cause the effect that fits the total image. Planning puts together various preparations so that an overall objective is achieved; therefore planning is inductive in its' logic. Preparation takes one item and changes things to that purpose. Planning organizes various preparations toward the entire scheme, fitting each one into its' place. Both planning and preparation help us to live with the disparity of our present circumstances, and the anxiety that raw waiting can generate. All plans are prepared and nearly all preparations are planned. The two activities cannot be viewed completely separate from each other. It is instructive to compare the different features of each, to help distinguish the emphasis the two procedures will have on some mental approaches. The following side-by-side list aids in this understanding:

**PREPARATION**

**Purpose:** to maximize effort and resources

**Nature:** more physical in application after prediction activity. (we prepare plans)

**Motivation:** Fear, endurance, power, strength, skill etc.

**Generating Future Event** is unavoidable, generally external in origin.

**Preparation** secures fear and fosters confidence

**PLANNING**

**Purpose:** to maximize results; to minimize effort and resources.

**Nature:** a mental activity done before physical activity. (we plan preparations)

**Motivation:** Want, desire, aspiration, vision etc.

**Generating Future Event** is in imagination and internal in origin.

**Planning** satisfies wants and establishes expectations.

Lack of preparation is more common than lack of planning. This fact will show the final difference. Preparation always requires an expenditure of energy and work. Planning does not require the physical expenditure of energy. Planning has mental operations as its emphasis, where preparation has physical operations as its emphasis; yet planning and preparation are really at their core a mental and mind process and procedure.

**PREDICTION IMPROVES PLANNING**

Specific knowledge of the future allows more creative planning and a reduction of forces and energy used to achieve the goals of any plan. When excessive variables and/or contingencies are present in a plan, it requires more provisions to ensure or secure a variable to allow positive action. This causes the need for greater amounts of energy to make action based on certain expectations. In this respect, prediction is seen as an economy in action. Good plans are based upon good prediction.

When predictions are derived from a particular mode, its distorting effect(s) will be reflected in the planning also. Further research may show that a person who favors a singular mode of approaching the future, will plan in this mode deductively. It might be said then, that there are **absolute** plans, **natural** plans, **imaginary** plans, **artificial** plans, **synthetic** plans, and **paradigm mode** plans. Our *plan* here is to use Futurlogics by not favoring any one approach. Planning done with the system of futurlogics is holistic planning, which simply put means that the future(s) used as a base for planning will be the broadest and most accurate possible. The goal and objective would be to plan from the **paradigm model**.

When our goals and objectives are motivating enough, we enter the assumptive mode with the ever-present elements of assumption, risk calculations characteristic of the artificial future and its originating mode are manifest. In these cases accurate prediction is not waited for. It means that the desired result of our plans so lure us to accept assumptions, rather than the more quiet statements of prediction meted out of **DMP**. Goals and objectives that are highly motivating poise us to consider the risks versus the gains—a common element in aggressive plans. At any rate, plans based upon assumptions and contingencies are more expensive to implement in the preparatory actions of the plan. Contingency planning is recursive and could easily consume all resources available to assure its success.

What ever type of preparation, planning, waiting, extended predicting we do or “engage in deeply,” it is best to found it upon the broadest researched base of prediction possible, and thus avoiding modal restrictions that would distort all of the operations and activities, that we may have relative to the stimuli of the future. Futurlogics scan of the future is the preparatory step to planning. Predicting well is successful.

## THE NATURAL BASE OF PLANNING

The things that will occur without the intervention of man are the natural base, and if each of us were the only person on Earth, then the natural base for any planning would be the natural future. In this hypothetical situation, anything that you might do would be the synthetic future. The synthetic future is founded upon the natural future caused by one person's presence and actions. In this simplistic situation, the *natural base* is the natural future and the synthetic future is our doing.

Yet, we are not alone on this planet, and the scope of the natural future and the natural base for plans should take into account the activities of our "shipmates," who share the planet with us. The natural base should take into its confines the synthetic future of all others as well, since what most men do is beyond control (if freedom is respected.) Therefore the synthetic future of all others could be accepted as natural events. Men are products of nature and are so enmeshed with natural events, that what man does must be seen as part of the natural future also. Nevertheless the natural base from which we begin our plans is not the same thing as the natural future. It is simply all that is beyond control of the planners, powers, and economies without plans.

This natural base is the backdrop against which we can contrast the things which will naturally occur, against the things that will require man's action, application of forces, control—to plan. Things which will not naturally occur become the subject of plans and preparations, and these may become our goals and our objectives, even the premise of our plan(s). The goals, objectives, aims are premise to planning.

## **GOALS AND THEIR ORIGIN**

When the natural base has been determined preferably through Futurlogics, we select a goal or direction for the overall planning activity. We should always keep in mind the question, where do our goals, directives, requirements, objectives, aims, intent, etc., come from? The aims of preparation come from the natural base itself, as the thing that will occur naturally maybe a threat to the well-being and security of the individual, and he should do something to bolster himself to meet and endure the oncoming conditions/situation(s). But in planning, the negative opposite is the spur to the production of goals and objectives. For in determining the limits of the natural base we learn from it, that it will not provide us with the things we need, to achieve the level of success/goal that we desire. So if it is not provided naturally, we must create its occurrence. In the mind of man, if not the heart of man, will be the origin of all goals. If man were satisfied with the natural base he would not want to change anything, but would defend the continuance of the "status quo." Extreme environmentalism may be an example of this stance. Some however, want things to be better than they can be naturally, so they engineer the changes that fit their desires.

## PURPOSE OF PLANS

The purpose of our plans therefore is, to cause something that would not occur naturally at the time we require it to become a reality. The tools of creativity find their employment here. And creativity requires imagination. Understanding the principle of imagination in creativity and discovery will reveal the origin of goals. Futurlogics requires the knowledge of the origin of every element of its operation

Goals find their genesis in our personality and in our motivational set. The contrast between our personality and our knowledge of the future will be the furnace, from which our goals and objectives will be drawn and determined, through “tempering experience.”

It is true that our appetites and desires sometimes exceed our capacity to consume. Human beings are the only creatures on Earth who want more than is good for their purposes. This greed affects the kind and quality of goal selection. Intemperate choice of goals will have an effect or side effect on the outcome of plans. This greed comes from a lack of foresight and fear. We sometimes fear what we cannot see.

Goals should be reasonable and not strain the capacity of the planner, or the motivating effect of the goals will backlash and produce anxiety or be self defeating. If we set goals that are unreasonable, one of two things will occur:

A. It will stimulate the activity of preparation to bolster ourselves and seek power; our plans will become modal or preparatory.

B. It will cause strain through the pressure of the unrealistic goals, and this may engender a sense of failure. Failure is a poor base to further activities. Remember there is synergy in success. Nothing succeeds like success. Be successful to succeed.

Realistic goals should be kept within the scope of our resources and abilities. Many men have equal ability, but unequal resources, however unfortunate this may be, and it is a fact that must be considered with the process of goal selection. Ability can be seen as a resource, and nothing should be thought impossible, as pessimism kills the imagination which is the key to creative planning. The point is that, excessive failure is taken by some to be habit forming and frames much successive behavior. We can make good habits by good plans executed well.

## INTELLIGENCE COMPENSATES FOR LACK OF RESOURCES

An old saying reminds us that "the rich get richer" and this fact is hard to accept, let alone change. The rich get richer because of the available resources. In the traditional battle of "rich" versus "poor" we discover that the rich can achieve more because of the availability of resources, while the poor are so busy with a hand-to-mouth existence they have no time to set goals, even if they were to find a way of implementing them. Where resources are absent, intelligence must compensate for the lesser available resources. Intelligence is the greatest resource of all, and a man who is intelligent enough can do anything he desires. "Intelligent plans" are far superior to the "money plans" of the so called "rich." Intelligence is worth more than money.

Understanding laws and their effects makes it easier to overcome them. Often an imaginative and intelligent person seems to come from obscurity and makes his mark on history despite all opposition. We can learn much from these people. Compared to nature, even our most potent powers are feeble, and the laws that can produce success should be known by rich and poor alike. The less our resources, the greater should be our exercise of intelligence to achieve success. Good plans that are followed faithfully can offset the myth that only the rich get richer, because with a well thought out plan, the poor can become *rich* with execution of the plan. A good plan will get maximum results from minimum effort with diligence.

The intelligent person can, through proper planning, achieve success from proper preparations and goal selection. A rich person's plans can be outstripped by the vastly superior plans of the more intelligent person, who is rich in talent. The individual who uses available resources efficiently can also become rich. But until we have learned the proper application of planning, we should keep our goals reasonable and within reach, so that we can achieve the law that success is the best foundation for success. Deception is the greatest enemy of the synergy of a good plan. "Hot plans" are plans stressed by aggressive overreaching goals and objectives. "Cold plans" are plans with weak goals without proper challenge. "Warm plans" are plans that stimulate synergy and create energy. Do not be deceived by setting goals beyond practical usage—less is more.

## RATIONALE BEHIND GOALS

Nevertheless, we should not limit ourselves. We should never undercut our potential. We should set goals and requirements that are commensurate with stimulating growth and progress. Although directed primarily toward the individual, these same principles apply to organizational goals as well. Under-achievement is a sense of failure also, so goals that focus plans to a result should bring harmony and potency to the overall plan. The art of setting goals should be tempered by the character of the participants of the plan. Plans should be understandable to all participants. Simple plans may be the best plan.

The leader of and organization should be aware that proper goal selection and assignments do not create unwanted stress and disrupting influences in the structure of the organization. An understanding of oneself is a good foundation to all levels and kinds of goal setting, both in the individual, the organization and in the leader.

The problems of social engineering and control of ideas and life styles are a tremendously complicated subject, where solutions though simple are hard to implement. But it is important in our investigation of goals and objectives and their origins, to question the social engineers. Where do their goals and objectives come from? What focuses their activities to promote their concepts of how "things" should be, for all of us who must ride the tide of their manipulations? The question of morality arises when we realize how their plans affect our lives and influence our goals, in order to comply with their efforts to produce their concept of society. We need to have our own goals and dreams.

What is our ultimate goal? A more abundant life! Positive plans with this as their ultimate goal, will always produce a measure of success, if they respect the personal volition of the individual.

## LONG-RANGE PLANNING VS. SHORT-RANGE PLANNING

As we have discussed, the lack of resources and power can restrict or dampen the goals and objectives we select, constraining us to set our sights low in order to avoid the problem of trying to execute plans with inadequate means. We should not be broken, since there is a simple solution to maintain the Futurlogical approach and **DMP**. If we extend the plans by making those goals which require more resources than we presently have, the objects of *long-rang planning*, and delegate

lesser goals to its subordinate *short-range planning*, forward thinking is maintained and **DMP** is not blocked by the restrictions of inadequacies or not enough resources, at the beginning.

We should have long-range plans, because they provide an overall framework from which we can base shorter term plans, we can more readily work with. This is most evident in large corporate organizations. The upper management plans for long-term goals which may extend from five to ten and more years into the future, and the middle management is assigned yearly or monthly goals, this, of course leaves the lowest ranking employee to deal with the day to day and/or week to week details, and the simple preparations of the plan under the supervision of the coordinating staff who ensure the proper feedback, to the overseers.

Long-range plans offer structure and pattern to the shorter planning activities. Implied in all planning is the sense that there are long-term priorities, because these make up the bank of assumptions and mathematical extrapolations (trends) of the status quo. Until Futurlogics, there has been no disciplined examination of the subconscious long-range plans we have. Long-range plans originate from the Paradigm Model of Futurlogics and Short-range plans originate from the Paradigm Mode. Long-range plans should be an extension of short-range plans.

Long-range plans will naturally affect short-range plans, but many short-range plans we make daily can also give thrust to the long-range, as goals come from our motivational system. Being habitually shortsighted will influence goals we select, in longer term planning.

## **MAKING MODELS**

Plans are models or symbolic representations of the synthetic future. It is from plans and their side effects that the synthetic future is generated. With plans we are able to simulate through prototype measures, the thing(s) that can be caused to happen. Thus, we find that in plans there will be models, blueprints, designs, drawings, whiteboard work, committees, brainstorm sessions, “barn raising(s),” tests, lab experiments, etc.. All of the techniques are to prototype the whole operation, so as to see ahead its successful potential. All these measures make a symbolic form of the plan in operation, to gain feedback before

the more expensive and more strenuous work of the actual plan begins.

*Miniaturization* of the actual is a way of previewing the effectiveness of the plan. It is also a way of graphically representing the thoughts that plans are made of, since plans are abstract and difficult to deal with, and to interpret in concrete acts and schedules. Oftentimes, we fool ourselves into thinking we have thought of everything, but if we make a list in black and white of the things we intend to do, the mere effort of writing them down approaches the essentials of planning. To go ahead without clear and diagrammed exactness is also wasteful.

Few of us can do advanced mathematical problems in our head. We learn to write down the symbols and operations of the problem, so that we can free our mind to think of the solution realizing of course, that all the symbols and operation still only represent a number and their operatives. It is the same with planning, we cannot always think out the ways and means to accomplish our goals, so like the mathematician, we prototype them with models and miniature forms, so that we free our thought to make the most efficient approach to our goal actualization. Sometimes we have to hide the tree to see the forest.

Good plans are easy to understand or they are not the best plans. Good plans make thing understandable, which things might be misunderstood were it not for the planning efforts. The test is whether or not the plan communicates its essentials to all concerned. Without clear communication we work at cross purposes. We are deceive by ignorance traveling in several directions at once. Eventual goals may never be realized. Two persons seldom imagine an unreal thing in the same way. This does not imply, that to merely tell another person the plan, makes it viable. If we can communicate clearly even if it is only to ourselves, we lay out a means to an end. This is in harmony within rules, fact and laws. As with good prediction, good plans must be clear and understandable to all. All plans are abstractions until they are performed.

## **COMMITMENT STARTS THE ACTION**

Good plans come from commitment. Commitment answers the question "What do you intend to do?" Commitment requires sacrifice. We believe if we expend time and energy on a project it seems a waste to break it off, so we become tied to our commitments through our sense of economy. If the value of our sacrifice is great enough, then the value of

the plan becomes greater. Without sacrifice there is not commitment unless the participants do it out of joy and zeal.

If no plan is undertaken, no success can be expected. Whatever our motives, once underway there is an inertia that carries us on by its own. Of course if our commitment to the plan is feeble, the inertia to continue is feeble also.

After a recent presidential election, when years of planning resulted in success or in failure, both the winner and the loser may be asked, "What are your plans now?" The man who is on the ball will have a quick answer, but for the loser there is a "letdown" as everyone feels the total commitment to the cause of their party. Great men are always in the process of completing their plans, so if the man is truly great, one loss is only a momentary setback, a mere rearrangement of his commitments. Greatness is not broken by loss.

Anyone who is at all interested in the future will have some degree of commitment to a plan, since all plans have something to do with the future. Even if your plan is to study the future in greater depth and organization. Most people have a difficult time finding value in the abstract, and once again the future is seen by many as largely abstract. Value is found in the hardware of everyday reality. Tomorrow is a dream that may never come. With this attitude commitment to the future is more problematic and not as enduring.

Time also is an abstraction. And the saying that "Time is money" makes it real. Even money is an abstraction sought after by us all. Many are committed to acquire as much of it as they can. The lack of materiality of the future should not be the deciding factor of value for the intelligent person. Learning to find value in non-material things, is a sign of maturity and farsightedness that lends itself to progress. The future is the reason for living.

We define time as a resource necessary for every plan. One of the first principles in planning is that we have enough time to plan and enough time to implement our plan. Planning with insufficient time shows improper prochronized events and prediction. While in the first steps of planning, we should predetermine the amount of time necessary to the success of that plan. This is fundamental with the course of complete planning. If we find that there is no time limit, this is a problem in itself, as no sense of motivation is felt. Here the time limits are assigned and set, to make commitment and motivation a contributing

factor to the focus of the planning activity. When things are under control, usually the amount of time required to accomplish our plans is within control also. In preparation, the time is externally set, while in planning it is more internally arranged.

## **BEING GUIDED BY THE PLAN**

The operation and mental activity of planning itself is: to model and aid the mind toward the outcome of our plans. Extending the mind through the techniques of graphs, white boards, and layouts, computer modeling, help to keep clear the minute details that often are required to make a plan effective. Improvisation is not eliminated from planning but it is reduced to its practical use. The difference between a man acting out a plan and a man working off the top of his head, is marked by the difference between efficiency and critical indecision. A good plan has the form of preparation to meet the future with timing and focus of effective activity.

The two stages of planning are the creative stage and the execution stage. In the creative stage, the operations of the mind are enhanced to their limits. While in the execution stage the thought process is subdued, as it will interfere with direct and focused attention. The creative stage works with symbols, and the mechanical phase or execution stage works with action and things of the environment.

The synthetic future is therefore approached in two directions—the symbolic and mental, and the mechanical and material. If the synthetic future is kept only in the creative stages of planning, it will never become an actuality. This is tied into the principle of commitment. Commitment may be defined as setting direction to our motivations. Our motivations are never absent, but they sometimes work in directions other than conscious wishes. Once the plan is animated by the promise of the end result, the goal is seen as a reward for commitment—motivation is the result. Unless we are somehow motivated by planning, the synthetic future is never actualized.

Plans should be reduced to record, reference and guide activity. This reinforces the elemental consideration that a plan should be communicable. To prevent the plan from becoming cumbersome, it should be simple, quick, and accurate. Planning ahead avoids the problems of making decisions and choices, that should have been made

beforehand. Planning ahead saves time and energy. Of course no plan can anticipate perfectly, and individual discretion and improvisation have a definite place. It is distasteful to think that being robots to a big plan destroys the most human thing we are—**thinkers**—but it is also unthinkable to waste resources and energy by not thinking ahead by getting a clear picture of what we should do, before we are overwhelmed by a deluge of unseen complications. When all things are equal the best thinkers wins. The best thinker think ahead and they have a plan to guide their further thinking. Thinking with a system such as Futurlogics should enhance thinking in general.

We learn to concentrate in order to overcome obstacles or solve problems. We think ahead so we do not need to think, when thinking would slow and cumber activity. Doing our thinking all at once and acting afterwards is a form of concentration. We concentrate the activity of thinking and we concentrate action to near reflex. Reflexive action is the best way of concentrating our powers. It is ridiculous to think we can do all things at once. We take turns to focus our actions where the force must be amplified to penetrate or move the obstacles.

Once plans have been followed and the desired results are obtained, then under the **same** conditions the plan will work again. This is what is called experience. The plan becomes knowledge and/or foreknowledge.

### STEPS IN PLANNING

The synergy of planning cannot really be understood as a list of parts. To look at the principle of planning as anything less than a complete whole, is to leave out some of the most interesting dimensions of the activity. However, we can by separating the "operations" get a digestible portion of the whole. As we become more familiar, we can synthesize the parts to get the feel of the total activity.

□ 1. To begin any planning, one should determine the mode with which the future is perceived. This may be from any single mode, but should be of the general overall modes/model of Futurlogics. Decisions and judgments variables can be simplified, if the mode of perception of the general and specific aspects of the future is known, during the mental stage of planning. Define natural base, that is “what will it be like if we do not plan or implement the plan?”

- 2. Goals, objective, missions, and requirements should be defined as well as results, effects, and desires, and these should be reduced to the terminology of change mechanics. No plan is effective until specific and single aims are set. Goals should focus the activity and complement the build-up of effects, that will cause the goal to be accomplished. We should see clearly where we want to go. The more clearly this is defined. The easier the plan will be developed.
- 3. Evaluation, appraisal, estimate of the present situation, is the logical pursuant to step two. After we can clearly see the goal as well as present circumstances. We can then inventory the elementary resources for implementing the plan(s).
- 4. Compare, analyze, and study the disparity between the present state and the future stage/state desired or required. The future state of *goals achieved*, is compared to the present state of *goals yet to be achieved*. The changes needed to achieve the plan's *end result*, should be more evident.
- 5. Will the ad quo occur naturally or will intervention and energy be required to overcome obstacles and bring about the desired change at the right time? Resources at hand should be evaluated to determine, if they will be sufficient. If they are deficient, external sources must be explored. Our commitment is now determined so that we can direct activity appropriately.
- 6. Set the time requirements and structuring. Schedules and the sense of time, use and passage, is an essential activity. Planning organizes all the activities relative to the future and puts them into a system. What the concert is to the single musician the activity of planning is to any single activity such as waiting. Waiting activity is the scheduling the time to accomplish the goal.
- 7. Communicate to all who will participate the requirements to accomplish subgoals/goals. Organize, coordinate all subgoals and overall plans that systematize them into a complete, encompassing plan. Some planning begins with many specific plans that are combined in an overall super-plan. In this case, the sub-plans are formed first and the main plan organizes them. The other case is that a main plan may be so complex that in order to communicate the minor requirements to the participants, subgoals are generated to guide the subordinate activities of the constituent faction of the implementing staff.

- 8. Set up a monitoring feedback system to have obstacle and unforeseen events brought to the fore so that a resolution may be effected within time standards. One may set watchful eyes upon any contingency areas so that he will not be caught off guard.
- 9. Plan the equilibrium or life expectancy of the desired results. Once you have accomplished the goal, how long do you desire that condition to remain? If you desire only to get to the top of the mountain, then as soon as you get there you can turn around and return, saying that the goal is accomplished. But if you wish to clear a jungle for farming, you may want a permanent condition that makes permanent farming possible, and the constant fight of the encroaching jungle might prove to be an expensive output that prohibits any further agricultural projects.

## **DEALING WITH THE FUTURE THROUGH PLANNING**

The main thread that runs through all the efforts of planning is economy. We must use tactical considerations from minimum output to get maximum results. The fear often inherent in prospective thinking is lessened through planning. The present level of civilization has not come by accident. Much thought and study has gone into making the best use of the available powers. The concept of the "trigger"—the smaller force controlling the larger force—is the key to our present power over our environment. Knowledge of the future enhances our awareness of "triggers" and when to use them for maximum economy.

Brute force is necessary, but intelligent use of force is the key to getting the above mentioned "triggering action." Plans set up the planning is eliminating the obstacles which prevent the satisfaction of our needs and desires. Our own strength is often insufficient to overcome or eliminate this opposition to our acquisition of selected goals.

The opposite to "triggering" is sampling and attenuation. Here, we have the larger forces to move and guide smaller forces. This is mainly a concept of perception and sensing. All the indication and instrumentation are based upon attenuation and sampling. At the base of perception is intelligence. The laws of intelligence are fundamental ingredients of planning and of activities relative to the future.

If we were unable to cause things to happen we would not be able to plan. We would only be able to predict. In our discussion of the synthetic future, we used the hand to illustrate the mind's extension to material surroundings. We could then say that a person with no hands would not plan, because he could not cause anything to happen. The mind of man would be helpless without the "helping" hand to carry out his plan. Prediction is saying what *will happen* through observation. Planning enables us say what we may *cause to happen*.

As we gain more power to cause things to happen, we will predict less and plan more. The acquisition of power over our environment is steadily increasing. Therefore, we should see an increase in people working under the guide of different levels of planning. To understand the nature of the plan makes understanding the motives and reasons for our behavior easier.

The temptations of multinational corporations to ensure the success of their plans by exercising force and market manipulation is significant in light of our discussion of the relationship of power and the intellectual process of prediction. Mind over material things is one thing, but mind over mankind is another. It is historically evident that we have dominated or used the weak to obtain power. Self-expression is an admirable quest, but if we infringe upon the self-expression of others this turns freedom into slavery. Man shaping man and social engineering, propaganda, political manipulation of the few ruling the many are serious problems that will emerge from the increase of power available to us. Plans with power should be understood so freedom can be preserved.

Looking ahead, many have anticipated the increase of our power over the environment. Because of this, many contingency plans are now devised based upon these "ifs." When the power is realized and available for use, then these potential plans become viable. This is a case where prediction makes possible the development of plans in advance of their need, so that the time needed for planning can be assured. The more "ifs" we have to base the future upon, the greater our need to assure the contingency levels of our plans are minimal. Contingency planning is motivated by the enticement of reward. Power to reduce the "contingency variable" to the "actionable certain" is the thrust of the quest for power to insure the success of any plan.

## OBSTACLES AND THE PLANNING ATTITUDE

□ 1. People who are not committed by a plan are seen to be free. Planning is synonymous to commitment. We find that there is an identification to planning as a lack of freedom. This is an illusion. If we are not committed to the workings of some plan, we are subject to forces that would overwhelm us. Planning uses the powers we have more effectively. Planning if properly used, is a force in itself. Planning requires thought, and thought is a force. Any means that aids that force is freedom. There are plans to keep us free and there are plans to bring us under a tyrant. The attitude behind the plan is the difference. The purpose of planning is to have greater freedom and efficiency to obtain our goals and commitment if use properly will not destroy the entrepreneurial spirit. We still have to be flexible to modify the plan.

□ 2. As with all human behavior, planning is rooted in habit. Overcoming the habits of avoidance is one of the first things we should do, to improve our innate skills of planning and creativity. Get the habit of being prompt, creative, flexible, future-minded and positive.

□ 3. When a commitment is made, it always means that there is an inherent sacrifice or limitation. This implies a contest of self-control versus self-indulgence. Some, if not all tend to be *now oriented* to some degree and this is how we lose awareness of the future and/or the past, which are the other dimensions of the temporal environment.

□ 4. Planning is thinking, and true thinking is work. Work is a demand seen as a sacrifice rather than an opportunity to exercise our faculties of being. We should be aware that there are always limits and balances in all things. There some things not to be sacrificed such virtue, common sense, love, meditation, work etc..

□ 5. The Artificial Future is an obstacle, especially when it is wrong and rooted in strong emotions. Plans based upon the negative side of the artificial future will eventually mean self-discovery, and this is a difficult thing for most people to face. A beneficial artificial future however is a vision to motivate us and builds self-esteem.

□ 6. Planning takes time, and this time of thoughtful preparation is viewed by some as laziness. There is no need to feel guilty taking time to plan, as it will save time in the long run, and the long run will get us, the farthest, the fastest. “A stitch in time save nine,” “Think before you act,” really is a help.

□ 7. When one is confronted with a task that is beyond the capacity of simple hard work, one should look for a way to accomplish the goal which will be more effective than just "digging in." The person should know where to dig, how long, with what and when. Work for work is exercise, but work for profit is success. Success should pilot the ship of all our plans. Planning is not laziness, but potential work.

## DECISION, TIME, AND RESOURCES

Decisions come from our awareness of the range and limitation of powers. Knowing what we can and cannot do clearly is the key to making speedy decisions. If the exact nature of our resources and powers is always hazy, decisions will be difficult and filled with anxiety. A simple aid to decision making will be to first define our capabilities, potential, resources, etc. in the initial planning activity. This kind of inventory should be realistic, or the effect will compound the problems rather than ease them.

These same limitations force upon us the requirement to make accurate predictions with enough time, to make preparations and plans to increase our powers. Foreknowledge enables us to use the leverage principle in approaching any future event. The sooner we know of some future event, the more time we have to organize and focus the existing forces, in order to amplify their effects, if needed.

All decision(s) making has a degree of foretelling inherent to the process. Looking at the consequences of possible alternatives can aid, in the selection of one course of action over another. Sometimes it requires setting down priorities, so that selection does not mean exclusion of one or the other, rather it is a matter of taking turns and ordering a schedule as the time approaches. At any rate, without some knowledge of what will be, decisions would be just an act of caprice. We should act with purpose and direction toward goals. Remember again Futurlogics does not care if we can actually predict or see the future in actuality, as we have a *future* because it is part of our mental makeup. Whether the future is real or a figment of imagination—it matters not!

We should look at the decision-making process as an opportunity to see what we believe the future to be, or what we know it can be. It should be during this time that we make our most extensive reaches into the future, and feel, and perceive what it might be. We should be introspective, and discover what **DMP** is really about.

Decisions are always associated with anxiety or cognitive dissonance. Paradoxically, decisions made are always seen as cathartic and a relief. Nevertheless planning will always involve decisions, and decision will be fraught with angst. We have to decide to make decisions.

The word decision means to "cut" or "cut out" from the whole. Generally speaking one of two alternatives is to be "cut out," and the remaining to be worked with as the resolution. If we could do all things at once, then the process of deciding would not be necessary. But we cannot do all things at once. In order to do anything at all, we select a course of action and work to accomplish it. When we would like to do both, but are conscious of our limits and resources, we must sometimes sacrifice one goal to acquire the other or extend our plan to include both.

Commitment means sacrifice. To stick with our commitments is to maintain a direction at the expense of other possibilities or directions. Therefore, to sacrifice an alternative is to commit ourselves to something else. The ancient law of sacrifice was really, in effect, a test of commitment to the Jewish law and covenant. In today's terms, sacrifice concerns time and money. The college student whose tuition is paid is not as dedicated as the student who must pay his own way, given they both love learning equally. The strength of our commitment is described in our willingness to sacrifice, or our desire to remain resolute.

There are four kinds of decisions. One is a choice between two positives. Another is a choice between two negatives. Third is to choose a negative in preference to a positive, and fourth is to choose a positive over a negative. All of these decisions while not ideally desired are required of us, because of the real nature of the world and our sense of limitations. Or perhaps real limitations.

Often a decision is made only to avoid making another decision. Some persons would rather meet the frustrations of wrong choices, than to work the process of decision making, and face the humiliation of reality. We should avoid the tendency to escape into our decisions, as it leads to more complex decisions later. Make the good decision early, it will help prevent this type of complication. The earlier we can come to our decisions, the greater the leverage factor of foreknowledge.

## **PLANS MAKE MEN EQUAL**

To summarize, a man with a plan can head off problems in advance, and this is an advantage over the man who improvises in a surprise. We literally should plan every activity of our lives. If we do this with a good spirit we can experience great degrees of progress. Plans make leaders. The largest share of improvisation we do, should be in our moments of planning, and not in the desperation at the moment of occurrence. If you work well under pressure then more power be with you. Planning if done to accommodate your style could even help those who work best in a surprise. The pressure should be to plan fast.

## **UNIVERSAL ENGINEERING**

Planning is the most general form of engineering. All other forms of engineering become mere technical activities. In this age of the specialist, where one studies so much about small aspects of the total environment, and nothing is tied into the larger scope, Futurlogics becomes a handbook of the universal engineer. Planning is the most creative of all future-minded activities, and is therefore involved in the motivations and psyche of the human mind in the most imaginative way. All specialists today must find their direction with the overall generalist of the future. The problems of unguided specialists inputting into the environment with no notion of the future effects, has been aptly described in Alvin Toffler's book, *FUTURE SHOCK*. We need universal planners. Futurlogics is the best engineering handbook for the futurist, who seeks to set aright the chaotic disregard for side effects, and those who use side effects to social(ly) engineer society.

**IT IS THE BEGINNING!**

## PRAXIS

Some say that prediction of the future is just a guess. Taking this postulate to the extreme, let us look at the operation of the human guess. Can one guess like an explosion in sheer randomness? Of course random with no shaping or influences, is only an imaginary event. Yet even imagination has “fluences” (Weibull Distribution.) And there is bouncing off each other, an object or energy interact(s), even if it is against each other in the mix of things. There are collisions.

There is “in the mix of things” these classification of guesses and more:

|  |                         |                    |
|--|-------------------------|--------------------|
| educated guess                         | prosaic guess           | common sense guess |
| biased guess                           | preconditioned guess    | denying guess      |
| ignorant guess                         | knowledgeable guess     | naïve guess        |
| expert guess                           | studied evaluated guess | lucky guess        |
| esp guess                              | spiritual guess         | inspired guess     |
| pre-influenced guess                   | random guess            | hysterical guess   |
| crazed guess                           | “cooked” guess          | chaotic guess      |
| lustful guess                          | hopeful guess           | blasphemous guess  |
| divine guess                           | disparate guess         | calculated guess   |
| blind guess                            | “dumb” guess            | gambled guess      |
| memory guess                           | system guess            | intuitive guess    |
| insightful guess                       | stupid guess            | human guess        |
| guessing games                         | swag (acronym)          | lucky guess        |
| guessing based upon previous guess(es) |                         |                    |

Guesses in school are controlled. Students are not rewarded for guessing in tests. They are ridiculed when they offer ideas not always drawn from assigned study. Guessing is seen to be an evidence of poor preparation or poor teaching. Never or seldom are they seen as ideas coming from intuitive thoughts, from free association, from insightful or intuitive feelings, structures, or approaches. Discipline and order prevail. Chaos disturbs the teaching environment.

We as living beings can not guess by sheer randomness . There is always Weibull distribution in the human condition . Guessing is useful to the futurist, as they are clues to the method(s) used to futur.

The purpose for Futurlogics is to increase the “hit success” of our guessing. So that guessing gains a greater respect, or becomes authoritative and impressive to the skeptic with greater accuracy. Guessing makes futuring useful.

**Funny Farm © 1988 movie excerpt:**

Moving guy: Hey Mac, which way to Redbud?

Mac: How'd you know my name was Mac?

Moving guy: Just guessed.

Mac: Then why don't you guess your way to Redbud.

Futurist guesses are influenced by following sample list :

- Family
- Cultural
- Economics
- Personality
- Thoughts
- Health
- Linguistics
- Sociology
- Education(s)
- Paradigms
- Dreams
- Religion

*After the futurist has enough guesses.* The *next* step would be to categorize them into such sample categories as:

- Crazy
- Ridiculous
- Never happen, impossible.
- Never happen, possible
- May happen, possible
- Possible
- Probable
- Highly Probable
- Likely
- Pending
- Certain
- Inevitable
- Future Reality
- Eternal Reality

**Then** the futurist offers various imaginative scenarios based upon the above categories. Possibilities considered.

**Then** the futurist ponders over the most suitable scenario(s) and that is—he makes judgments. Probabilities weighed.

**Then** the futurist “dry labs” preparations, plans dependent upon the above scenario(s) to proof the scenarios, doing risk assessments vs reward assessments. This is the place for mind experiments and ROI Return On Investment analysis. Where will all this go?

**Next** tactical to strategic preparation/planning begins if it is a bottom up style. Or Strategic to tactical planning/preparations begins if it is top down style. Or Strategic to tactical and then tactical to strategic if it is middle out style. Use this paradigm to view future(s).

**If** it is impossible to predict the future, then all efforts of futuring are a philosophical exercise, as opposed to the direct prediction by some ESP, PRECOGNITION, FUTURE CONSCIOUSNESS. Such things are avoided and never directly address, but “shrunk from” and “apologized for” and “dismissed or disrespected” or are “out of the rules” of futuring. They are beyond the game of future studies. No religion! No spiritual awakenings! Strict Observational Mode and Natural Future! The Synthetic Future is driven by technological utopia. This open denial of the spiritual, is central to the world society of futurists.

Since many methodologies are based upon the various philosophies concerning the “knowability” of the future or future(s). What are the various denials or avoidance mechanisms in prediction of the future? Or in Futurlogics view, what are their **modes**?

No matter what the various beliefs futurist have concerning the methods of discovering the future(s). There are “lone wolf futurist” with his own methods, to and including the “peer reviewed societal futurist” with widely accepted methods. Though they have different strategies, internal mental structures, methods to futur the future, they will eventually come to a system like Futurlogics—after all the guessing is done. This prediction is an extrapolation from current trends in futurism.

