

# FILOS SOPHIA

Propriety Confidence **Courage** Fidelity **Care**  
Responsability **Happiness**  
**Authentic** Humanity **Sustainability**  
**Mildness** **GOODNESS** **LOVE** **Honesty**  
**Generosity** FREEDOM TRUTH **EQUALITY** **Bravery**  
**Security** DIGNITY JUSTICE **Fairness**  
**Purity** **PEACE** **Humility**  
Moderation **Widowhood** **Solidarity** **Voluntariness**  
**Thankfulness** **Careness** **Rights**  
**Mercy** **Freindship** **Cordiality**  
**Partnership**



## THE DIALOG

*Think for yourself – it is your own experiences and thoughts that are the raw material.*

*Think together – the dialogue is an investigative collaboration.*

*Listen curiously and ask questions – both about what is said and what is taken for granted.*

*Express your doubts – be careful not to agree too early.*

*Reflections and new questions are more important than the answers.*

*Help each other play by the rules.*

**STRUCTURE OF THE CONVERSATION**  
*Create a calm atmosphere – find a quiet place.*

*Identify the concepts that matter*

*Be investigative and curious.*

*Breaks and silence are productive.*

*It is polite to answer philosophical questions with new questions.*

*Questioning technique create reflection: If we ask yes and no questions, we don't get as much fuel for the conversation. If we ask questions that are open and require an explanation, we will learn much more.*


*Ex.  
Is love good? – Yes  
What is the good thing about love?  
(here we have to think)*

*These are the questions that make the other person think, which are good. The more reflections there are in a conversation, the better. Here we must dare to be quiet while thinking – this is where the gold lies!*

*Being present:  
Presence is about having focus and attention on what the other person wants to tell.*

*The exercise is to 'gather our thoughts' so that we do not think about everything else, but are concentrated. We can use eye contact to show that we are there (in balanced amounts) and we can repeat what is being said – then he or she knows that you have heard what has been said.*

*The End:  
The conversation should not end with a solution. Therefore, it can be stopped by, for example, wondering. For example, spend 20-30 minutes on a concept.*



**Socrates:** *"Let him who would move the world, first move himself"*

**Platon:** *Yes, "The unexamined life is not worth living – and he who has not seriously thought about what important values he will create, he wastes his life, and if he is a leader; Others" .*

**Aristoteles:** *Yes, Socrates and Platon, but happiness is found in the golden mean and in living the values, for "The ideal is the man who always does what he should do, and does it because he wants to do it".*

In Ethics, Aristotle writes about the happiness of life that it is the encounter with the divine in existence, an integration into one's consciousness, into the intention and in practice of the lived life – and above all into acts of will translated into realization. Thinking oneself to happiness does not make one happy, it must be practiced. Aristotle goes on to say about happiness in life:

*To achieve happiness, the state must achieve happiness, and for the state to achieve happiness, the citizen must achieve happiness. A capable person derives pleasure from good behavior, and a virtuous society benefits from good citizens. The ideal is the human who always does what he/ she should do. And do it because he/ she wants to do it.*

Happiness must therefore be practiced – also in leadership if we are to follow Aristotle's advice, and here protreptics can help us.

# THE LEADER

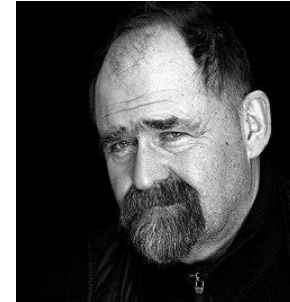
Ole Fogh Kirkeby

*There are many kinds of leaders and there are many kinds of heroes, but it is indispensable that the leader must be a hero. It is simply due to the meaning of the word "leadership" in a historical light. We can hear that "to lead" means to "lead" and "search for", that is the Old Norse meaning.*

*But further back in time, the word has deeper, and for some perhaps astonishing, for others, obvious meanings. It means, as we can*

*almost hear, "to suffer", but above all "to die". The leader is the one who must die for the community.*

*A kings up to the last thousand years f.Kr. got a nthropologists tell that the ancients carefully measured the reign, calculated according to the movements of the moon and constellations. When that time was over, he (it had to be a male at the time) went up before the people on a stand, undressed and with a sharp knife in his hand, and then cut off his lips, his nose, his ears, and his tongue, stuck out his eyes, cut off his sex, and squirmed himself up. The body of the leader belongs to the community.*



*The leader is its representative, its witness, its hostage, its sacrifice, and its mortgage for eternity because the leader is the commander, high priest, and administrator at the same time.*

*Therefore, the leader must not forget that one could always be anyone else, and yet precisely only oneself.*

# THE SCHOOL IN ATHENS:

Ethics and values – Lord in his own house



Section of Raphael's "School of Athens", Stanza della Segnatura, 1508-11, Vatican, Rome.

**Plato and Aristotle surrounded by philosophers.**



**Michelangelo** Sistine Chapel

Let him who will move the world  
first move himself through the  
essentials.

Socrates 460-399 BC

# The 10 commandments of Protreptics

1. Provide a proper and fair dialogue tool.

2. Strengthen good rhetoric (in conversation, in the organization, in life).

3. That we only SUCCEED in the community.

4. Making dialogue the force of cooperation so that action is taken.

5. That the conversation be freed from the personal interrogation.

6. To come into being.  
(reflect/become) through what

matters, the essential.

7. To strengthen and use the practical wisdom of PHRONESIS in essence.

8. To cultivate the ability to feel and sense what weighs most heavily.

9. To exist on the middle way – the balance without attraction and attraction.

10. To recognize the depth of one's own reason for joining the community.

# ARISTOTLE AND PROTREPTIKOS

## "The Prince Mirror – To Appease the Tyrant".

*To turn oneself towards the ethically essential, through education, in dialogue and in the life lived..."*

**Aristoteles (384 BC– 322 BC)**

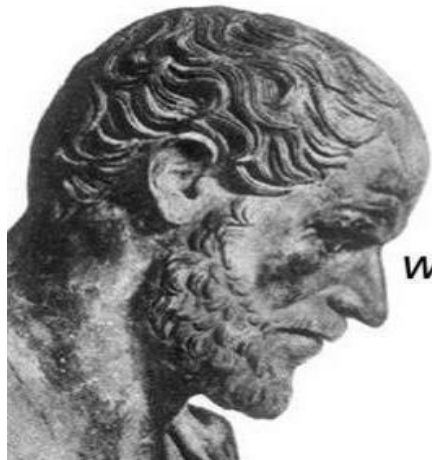
born in Macedonia.

He was the father of **ethics**,

**metaphysics and biology**

Mentor to Alexander the Great and founder Lykeion.

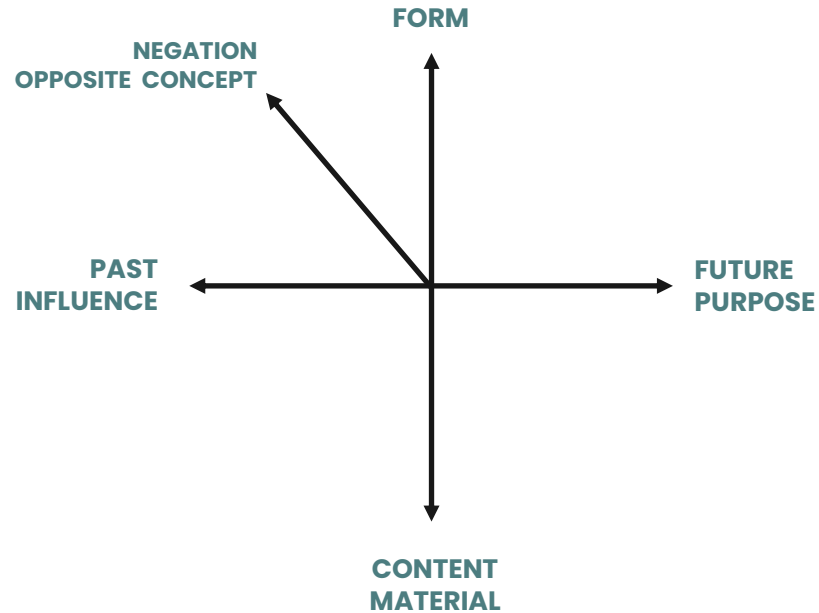
Develops Protreptics – as a philosophical form of dialogue – aims to turn man towards what is **essential** both for the **individual, the community and a happily lived life.**



*"Educating the mind without educating the heart is no education at all."*

— Aristotle

# The logical cross and question:



## **Origin and influence:**

Where does X come from?  
(etymological roots).  
How did X come about?  
What does X mean to the world?  
What mood triggers X?

## **Form:**

What shape does X have?  
How is X different from related  
concepts Y and Z?

## **Negation:**

What is the opposite of X?  
What would the world look like if X  
didn't exist?

## **Content:**

What does X consist of?  
For example, what form does  
"sustainability" take in your  
organization?  
What aura or appearance does X  
have?  
How long can X last?  
What could be a threat to X?

## **Purpose and future:**

What is X's purpose?  
What's going to happen to X?  
In what direction will things develop if  
X comes to its full fruition?  
In which direction do you want to go  
with X?



# Nine logical categories

Place      Time  
Relation    Having  
Quantity    Quality  
Passivity    Activity  
Position  
SUBSTANCE

**How** does credibility take place?

**What** is the quality of credibility?

**What** does credibility relate to?

**What** is the position of credibility today?

**What** does credibility do to dignity?

**What** does credibility affect ?

**How** long has there been credibility?

**Can** there be too much credibility and if when?

***What is at the heart of credibility (substance)?***



# Questions

**Note that the word 'I' is omitted in the questions (liberating on the search for universality in the words).**

**Where** does \*sustainability\* come from?\*  
can be replaced with freedom, dignity, just ect.  
What does the word consist of purely semantic?

**What** is the purpose of sustainability?

**What** does sustainability relate to?

**What** is the quality of sustainability?

**What** does sustainability consist of?  
(find at least three sub-terms included)

**Where** does sustainability take place?

**What** is the opposite of sustainability?

**When** will it no longer be sustainable?

**What** does it mean to be a sustainable \*human being?

\* Friend, girlfriend, colleague, employee, manager ect.

**How** to experience a sustainable \*business?

\* Municipality, NGO, family ect.


**What** does a sustainable world look like?

**What** is the central or substance of sustainability?

The word sustainable can be replaced by other concepts such as: Justice, freedom, dignity, equality, responsibility.....

And a question approach to the phrase "Leave no one behind" could be:

**What** does it mean "to leave no one" behind\* in the company? \* The friendship, family, organization, world ect.





# Exercise

**Find someone you haven't been with, walk together for about 1/2 hour. First one interviews for 15 minutes, then swaps roles. Then reflect together for 5 minutes on what such a dialogue can do.**

**Where does X** come from?

**What does X** consist of  
etymological/semantic?  
(e.g. love = dear + equal + hot)

**What is** the purpose of X?

**What does X** relate to?

**What is X** quality?

**What does X** consist of?

**Where does X** take place?

**What is** the opposite of X?

**When is** it no longer X ?

**What could** be a threat to X?

**What does** it mean to be an X  
human?  
(e.g. loving human)

**How is** an X organization  
experienced?  
(e.g. responsible organisation)

**What does** an X world look like?

**What is** the central point, i.e. the  
substance of X?  
(give three sub-concepts X can't  
live without)

**What's** going to happen to X?

**In what direction** will things  
develop if X comes to its full  
fruition?

**In which direction** do you want to  
go with X?



# A logical questionnaire

**Where does** sustainability come from?

**How did** sustainability come about?

**What is** the state of sustainability in the world?

**What** forms does sustainability have?

**What does** sustainability relate to?

**What is** the quality of sustainability?

**Where** does sustainability take place?

**How** long can sustainability last?

**What does** sustainability consist of?

**What is** the opposite of sustainability?

**What could** be a threat to sustainability?

**When** sustainability is gone, what's left?

**What does** it mean to be a sustainable human being?

**What** characterizes a sustainable society?

**What** does a sustainable planet look like?

**What is** the purpose and substance of the nature of sustainability?

**What** will happen to sustainability?

**In which direction** do you want to go with sustainability?



# Eventualities

Recognizing one's own limitation

Postponing the sentence

Wanting the community

Having timing and situational awareness

To surprise and pay attention

Taking responsibility and quitting

**Heterotelos:** orderliness, otherness

**Synkatatesis:** Probity, critically open

**Lepsis:** Careful will to form, soften

**Catafyg :** generosity, refuge, retreat

**Prosoch :** Attention, vigilant, attention zones

**Ergon:** Decency, workmanship, resign, not take credit

# Perspectives in the contingencies – Intentional symmetry

## **1. Heteroteles/orderliness** –

Otherness as a goal – everything is not in my power  
. Knowing your own limitations. Practice, practice the good. To take more care of oneself and the other, not to be gripped by the habit and fear of failure, to believe in the process, unfolding and the transformation, not to be hit by disappointment.

## **2. Syncatathesis/probity** –

Affirmation in freedom – critical and open at the same time  
. Not judging by hasty conclusions, showing autonomy and authority, and not being superficial. Maintain the difference between words and concepts.

## **3. Lepsis/careful will to form** –

Reception, lust for life to want the

freedom of others.

Find your own balance in the span between love, spaciousness, caring and power, selfishness and self-sufficiency. Stand up in the center of the organization in the middle of the hurricane.

## **4. Catafygé/generosity** –

pleroma (fruitful fullness) process, dramaturgy and timing Stay open and wait, become aware of timing, Kairos – the right moment, and use one's body, show one's joy and rediscover the humor and greatness of language, and seek self-insight.

## **5. Prosoché/attention** –

Not the will, attention and the unpredictable  
Search with an open mind. Pay

attention to your own attention, cultivate the unpredictable, trust and follow intuition, inspire and do not be suspicious. Be the servant of the organization.

## **6. Ergon/decency** –

to be accomplished – the completion, the will to the power to borrow Take responsibility, faith in courage, the will to fight and self-overcoming, and not be driven by habit and vanity, or fear and cowardice. Don't take credit.



**Think about:**

**Heterotelos: orderliness, otherness**

An event where you were completely on a different behalf/premises?

**Synkatatesis: Probity, critically open**

An event where you were open to the human being, but critical of what was said

**Lepsis: Gentle will to form, soften**

An event where you were wary of another person

**Catafyg : generosity, refuge, retreat**

An event where someone came to your rescue and was there completely for you

**Pay Attention to:**

**Prosoch : Attention, vigilant, attention zones**

On yourself, the other, the others, on the relationship, on the attention

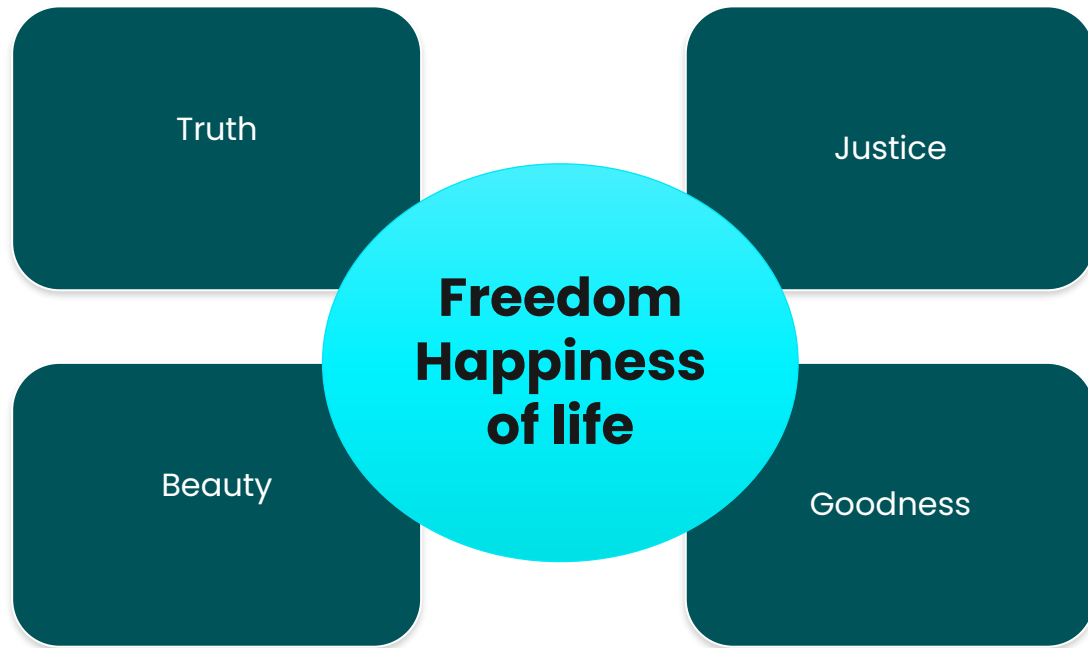
**Ergon: Gratitude, resign, don't take credit**

What happened today, try not to take credit for what happened.....

# Exercise: Eventualer

# Exercise

On the four tables are 4 values, at each table a moderator is appointed, form four groups, go from table to table (7 min. at each table) and use your questions together to explore the substance of the word. The moderator continuously notes the essentials. Subsequently, each moderator summarizes from all 5 rounds. Make room for each other, everyone offers questions, listening and reflection.







# LEADERSHIP

The word "to lead" comes from the word leitha, which means to lead, to search for, but also contains the word suffering, i.e. a leadership process that is forward-looking towards a goal that transcends oneself, while in this process one relates to the suffering and potentially destructive.

With the quote and the origin of the word leadership in mind, in an organizational and in a management context, one could raise a wide range of protreptic questions such as:

Where does leadership come from?

Who are leadership's best friends/enemies?

Where is leadership going?

What is good/bad management?

What is true/untrue leadership?

When is leadership fair/unfair?

What is beauty in leadership?

When is leadership ugly?

What should be in a management room?

What is the substance of leadership?

How is it felt when leadership captivating?

When does leadership succeed?

# So why Protreptics

- To clarify one's basic values and scope as a person (and leader)
- To understand the meaning of words and concepts and use them in one's life (and in management)
- To sharpen reflections on and sensations for what determines one's actions •

To strengthen the ability to feel and sense what weighs most heavily • Balancing personal and collective values

- To create enriching, symmetrical and valuable dialogues • To make values differentiated, concrete and binding
- Realizing values, alone and collectively
- Recognizing the depth of one's own reason for joining the community
- To seek people and succeed in communities

# CATCH-UP EXERCISE

After all exercises, ask the following:

My three main reflections:

**In relation** to my leader, colleague, employee will I?

**This** I am happy with and will do more of?

**This** do I need to practice?

What's up:

**What do I do now?**

**What does** it take for me to succeed?

**Who can** help me succeed?

**How do** I know if I'm on the right track?