



Sharif University of Technology School of Management and Economics

#### Key words:

- Diagnostic reading
- · Critical evaluation
- Creating a storyline
- · Dominant frame
- Supporting frame





#### In this session

- Multicom case
- · Interpreting Multicom
  - > Diagnostic reading
  - Developing a storyline by 3 perspective
- · Interpreting the reading

# The Multicom case







#### Interpreting Multicom

 A DIAGNOSIC READING, where by we strive to gain as comprehensive an understanding as possible, accompanied by

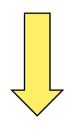
 A CRITICAL EVALUATION that integrates key insights.



#### Interpreting Multicom



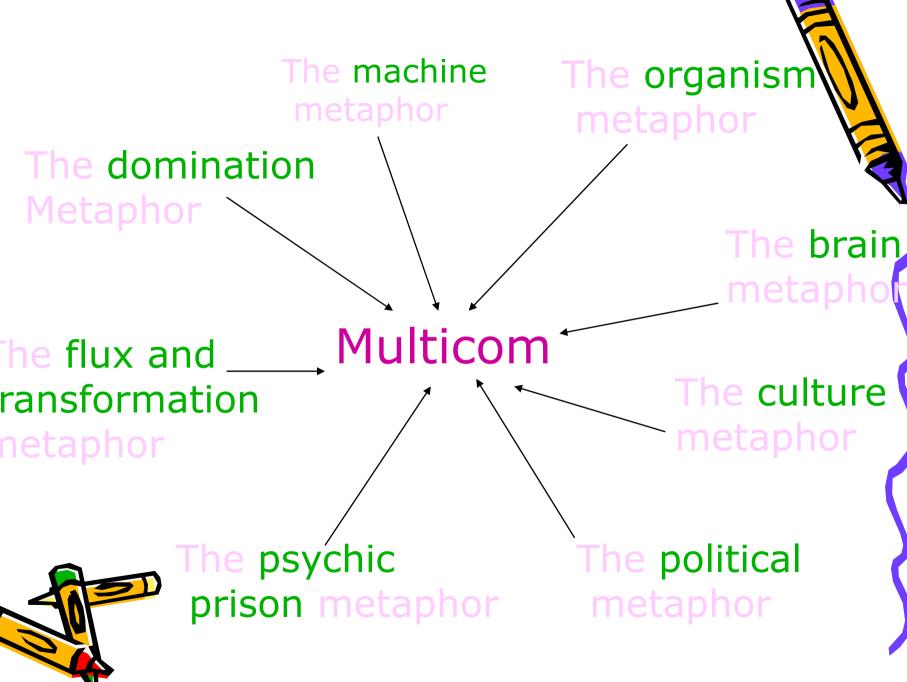
Critical evaluation



storyline







### The organismic metaphol

An organization drifting out of alignment with the challenge of the external enviornment.



#### The brain metaphor:

A holographic, team based, learning organization that is being bureaucratized.



A diagnostic reading





A corporate culture in transition:

The flexible and dynamic essence of "old Multicom" is being reproduced in Media 2000.



#### The political metaphor:

A politicized organization that has been factionalized and been transformed in pursuit of the competing interest of the four principle.



A diagnostic reading

#### The psychic prison metaphor

An organization that has been shaped by conflicting ideologies of what it means to "get organized" and by unconscious needs to control and reduce uncertainty.



A diagnostic reading

#### Developing a storyline:

1.A manager-consultant 's perspective



#### Dominant Frame:

#### The organismic metaph

#### **Supporting Frames:**

The holographic metaphor

The culture metaphor

The political metaphor

The psychic prison metaphor





#### The political metaphor

#### Supporting Frames:

The holographic metaphor

The culture metaphor

The psychic prison metaphor

The organismic metaphor

#### Developing a storyline:

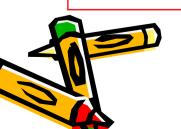
2.A social critic 's perspective



#### Dominant Frame: The Domination metaph

#### Supporting Frames:

**Political** metaphor The Flux and transformation metaphor



A social critic 's storyline

#### Developing a storyline:

3.A policy analyst 's perspective



**Dominant Frame:** 

# The Flux and Transformation metaphor



**Supporting Frames:** 

The Political metaphor

The Domination metaphor



A policy analyst 's storyline

#### Reading:

- ► Reading and *emergent intelligent*
- ▶The process of reading is *organic*
- ►The reading *is not an end* in it itself
- The process of reading a situation is always two-way



### By being open to frames and concepts generated by different metaphors

- be sensitive to the dimension of a situation
- 2) Take account of this point of view
- 3) Variety of insights



### By being open to frames and concepts generated by different metaphors

- 4) Use different frames and subframes
- Relationship between figure and ground
- 6) New horizons and deepen understanding
- 7) Learn to keep open





#### Key words:

- · Turbulent world
- · Imaginize





#### This session:

- ✓ Major implication for management
- √ termites





### Our theories are just like metaphors





Major implications for management:

1. Mobilize new ways of seeing.

Be aware of the constant link between theory and practice.



### Major implications for management:



2. Develop capacities that will help you evolve with new challenges.



## Major implications for management:



3. Remember that you are an "author" as well as a "reader " of organizational life.



### management:

Major implications for

4. Imaginize!!! Don't just organize.



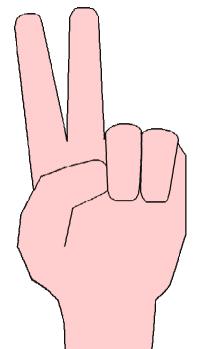
#### **TERMITES**

#### ARE MASTER BULDERS

Termite nets are product of random, selforganization activity whereby structure emerge and unfold in a piecemeal, unplanned way.











Be successful!