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TRADITIONS FOR THE FUTURE

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Kancho's Corner - from the archives

Aikido & Negotiation



A few years ago I was invited to present a weekly one hour session over a 26 week period to a group of people enrolled in a professional development

course. I had to drive half an hour down to Caloundra at the end of a day when I'd commonly taught for 4 or 5 hours in school programmes, a junior class and two x one hour adult Aikido classes. To say I was a little less than enthusiastic would be a wild understatement. Often in the car on the way down I'd ask my *uchi deshi* what the hell I'd done the week before and what the hell I was going to do this week. It was his job to come up with something.

What the course organisers wanted from me was what they called 'body work' that would connect in with their course material. The course was called 'Mastery & Service' and focused on linking personal and professional development. The attendees were largely mature professionals with considerable experience in the corporate world. A few weeks into the course we started to receive feedback that the 'body work' component was being extremely well received... which I found amusing thinking if only they knew about the haphazard preparation behind it. We were really just doing Aikido movements starting with our warm up, some unpartnered kihon dosa, partnered drills, perhaps a simplified technique and some stretching as a warm down. Throughout I would do my best to link the activities to a principle (that I would invent on the spot) for use in the corporate world.

At the end of the course we were invited to a celebration dinner attended by the participants and course presenters. Being a bit of a social retard I almost didn't go however they were so insistent that we went along. It was a nice evening however the interesting part came through a conversation with one of the people who had completed the course. He was a corporate lawyer working for the second largest legal firm in Sydney and he had flown up weekly to attend the course. He sat down next to me after dinner and proceeded to tell me how much impact the Aikido philosophy and practice had on

him and his work. His role was primarily as a senior negotiator working out and finalising the legal details of multi-million dollar contracts between his firm's clients and that of the legal representatives for other businesses. If two (or more) companies were partnering in a significant business venture, the details could be incredibly extensive and required teams of lawyers thrashing out the terms and conditions over many months. This he assured me is a highly adversarial environment where the only strategy is to secure the best deal for your client while eating away wherever possible at the other team's position and benefits. He was most impressed with the three strategic opportunities – reactive, responsive and creative – and the technical strategies of creating imbalance as well as *irimi* and *tenkan*. He told me about a couple of ways in which he had employed these ideas in his work.

On a recent occasion he entered the negotiating room without any other members of his legal team and took a seat on the same side of the table as the 'opposition'. He said that this simple action seriously unbalanced the other team and he seized the opening to explain to them that this was how he saw his role – to quickly understand their perspective and needs so he could most easily accommodate those alongside those of his own client. Their response once they had overcome their initial shock was one of dawning acceptance and the negotiation was concluded in a fraction of the normal time. They had then also been able to identify that there were ways in which they could cooperate in reframing the contract and arrangements that would benefit both parties.

I was really impressed by the way that he had translated an *Aiki* principle into action in his very complex environment and told him I was very pleased for him. He asked me if I understood exactly what that single occasion had meant to his client and to his firm to which I had to reply in the negative. He went on to say that the negotiation had been concluded well inside the allocated timeframe resulting in his firm making approximately \$250,000. When I got back on my chair, he asked if I was interested in doing a presentation to the managing partners in his firm and they flew me to Sydney later that year to do so.

The whole episode taught me two important things. One was that lawyers are paid *way too much* for their services. The second was that *Aiki* principles really do have enormous strategic value and can be applied in all areas of our work and personal lives. How are you going with that – saved yourself a ¼ of a mill yet? :)

Sensei David

Deshi's Diary

October

Osu. I hope you are all going okay.

Our 25th Anniversary is in October! That's less than a week away.

For this we had our grading a few weeks ago: Sean and Mark went for their first graining at 9th Kyu. Wayne at 5th Kyu.

Kurek who went for his brown belt at 3rd Kyu, Then there's Tamara who had her eyes set for 1st kyu.

We also had Sensei Daniel-San at Aikido Kenshin for his Shodan training and grading, along with Trent, Aaron and myself. On top of this we also had Sensei Steve go for his Nedan (2nd dan) and Sensei Tim go for Yudan (4th dan).

We also had a Teens/Junior grading with them going for 8/7th Kuy and a very rare SMR grading with Dylan, Mike, Tamara and myself graded at 1st Kyu.

Well done everyone!

Sensei Joe Thambu will be joining us in October to take us through some Aikido and a bunch of other stuff on Friday and Saturday, October 07th and 08th. We will also have Sensei Darren Friend coming up and he will be running Sundays class with Sensei.

On that note Sensei is almost back from Japan. As he and Tam trial what would be the trip for next year! I'm looking forward to seeing the photos from their current trip and can't wait to be there myself next year.

James



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www.facebook.com/kenshinrypalmwoods

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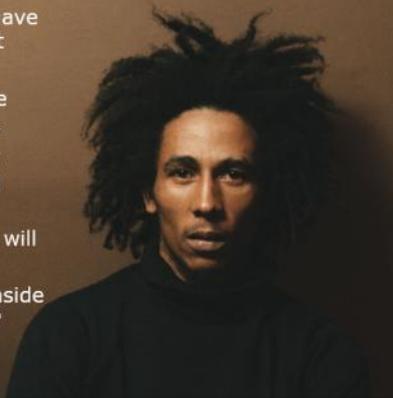
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Dojo Doctor - from the archives

Listen to The Right Voices

this is to the people that have
a voice inside of them that
talk to them,
you know, that is the voice
that people must listen to,
because in everything you
gonna do there is a wrong
way and a right way,
and if you listen good you will
know the right way,
because there is a voice inside
talking to everyone, seen?

Robert Nesta Marley



There are many voices in our lives. From the time we were babies we have been guided instructed, helped, misguided, poorly instructed and hindered by these voices.

As young children we are not able to filter the good from the bad and the helpful from the harmful. In our teens family, teachers, friends, employers, peers and strangers, the internet, the media in all its forms exert influence over our thought processes. More voices all blending together into a soup of thoughts and feelings in our subconscious. For unknown reasons some people can let go of most of these voices and insert their own beliefs, and assert themselves as adults. Others are less successful and these voices seem to dictate many of their feelings and decisions, holding them back in life through fear and procrastination, or pushing them forward out of a sense of duty and guilt. In both cases they are not their own voices.

Changing unconscious beliefs requires a specific process but there are some steps you can take which can have a big flow on effect.

Sit quietly and pick one thing in your life that challenges you, just notice how it affects you, then decide how you want to think or feel. Keep that feeling in mind and then commit to just one positive action.

One small step which can lead to a big change.

Create a routine that reminds you of keeping that good feeling in mind, perhaps every time you walk through a certain doorway you just remind yourself of the good feeling and why you want it, this will fuel the small change you want, leading to more successful small changes, ultimately leading to taking charge of that one aspect of your life.

To help you further, in respect to your small change just ask and answer, How, When and Why you will do this.

Choose to believe you can do it, if you stop then start again, keep going until you succeed or just give up and complain about your life, it's your choice to replace one of the voices or not.

Ian Newton

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