

# Do you understand your Core Process?

*Stephen Harvard Davis reports*

There are a few defining moments in life and business that have such a significant impact upon us that we adjust how we feel, think or behave. Whilst such moments are rare I must admit to having experienced one last April.

For months friends and colleagues had been enthusing over their "Core Process". Two words that have such significant meaning for them that it allows a clearer idea of what is important to them and their passions in life.

As a hard-bitten business writer with over twenty five years experience of cranky ideas, new fangled training methods and two hour training courses that will "Change your life" or "Treble your sales" you will understand my cynicism. After all, my usual experience of such claims is that they have as much use as an ashtray on on a motorbike.

However, too many people had been talking about "Core Process" for me to ignore it. So I undertook some research. It began in 1972, or thereabouts, at ICI (not a company to introduce crackpot ideas) by Chris Bull who ran a series of courses for some of its senior staff to help them think about their life and how they would like it to be. The heart of the course was Core Process work. It had such an impact that ICI introduced the process for all its senior staff and were able to identify significant business and financial results that emerged from it.

So I went to a trusted friend of mine, Philip de Lisle, a Core Process practitioner to ask him to explain it. "Rather than me explain it, let's do yours", he said. So that's what happened.

The process is quite simple. I was asked to recall various events from the past. Once done Philip and I discussed their relevance to me and we identified lots of single words that described my feelings about each.

About half way through, my journalistic cynicism was getting the better of me and I was

seriously questioning the relevance of the couple of hours that I had promised to dedicate to it. Then an extraordinary thing happened. A couple of words seemed to have huge significance for me. Philip continued to work on these and slowly my Core Process emerged. Two words that make complete sense, to me, of what I do.

In further research of the Core Process I've discovered that I'm not alone in finding it of value. There are many that have benefitted. Ian Plumbley for one, the MD of Kazco Ltd, says that the discovery of his Core Process has been the best self development thing he has ever done. He says that he can break the benefit down into the two areas of his life which are very important, work and family.

**Work:** He can't remember being this relaxed whilst working, he can deal with the dishonest/not straight/political things far better and with less emotion than before.

**Family:** He is more patient and considerate with all the family. Given that he is travelling so much these days, it makes the home time great because even if something does occur, he knows how to deal with it better.

Jaquetta Trueman from Realizing Excellence - Graphic Solutions said "I really do recommend anybody to go get their Core Process done - IT REALLY DOES WORK!"

The research into Core Process continues but the reaction from those that have tried it and use it seems consistent. That is that we all have times in our lives when we feel happy, productive, alive and fulfilled. Most people would like to have more of these times. We have a unique strength, gift, purpose and passion – our Core Process. When we are using this fully, everything goes wonderfully well.



*Stephen Harvard Davis*

So, in the final analysis what has been the effect? Well, immediately after my Core Process was revealed I realised that I should alter a presentation on "executive failure" that I'm making to the DBA's course at the University of Hertfordshire in a couple of weeks. I'm now much happier with what I will be discussing and more confident of the outcome. In the long-run I can see it making me more productive in that my actions are not consistent with what's important to me.

I would certainly recommend anyone to ask Philip de Lisle to undertake their Core Process. It provides an extraordinary insight into one's drive and motivation.

And my Core Process? "Demonstrating Visibility"

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