

『those who think by Illustration can do work well』

~The first chapter~

Why is it good to think in “illustration”?

You can understand “illustration” at first sight.

We often have the situation that we think it is easy to understand if I think for “illustration”.

For example, party kindly teaches the route on the telephone when I visits some office for the first time.

“Are you coming from Tokyo station?”

Then please get off at a □station of subway 00 line ,go out of third exit and go to the left hand.

Cross a zebra crossing at the second signal, turn to the right. I'll see a service station and go to the left hand.

A convenience store is about 30 meters from there

I think that the route is easy to find because of short explanation, but, after all, I often at a loss having paper which put down fragmentary words in its hand.

Not knowing the place well, I can't image the route only by words for some reason.

I regret that I might as well get a map sent with fax or look up it is rely on an address by oneself as late for an appointment but, in fact ,a map can make you see the route clearly at a glance.

You find landmark besides service station and convenience store and can walk guessing the rote.

Furthermore, there can be such a thing “well, I know the street on the other side. so, the destination is around there”

I can express it only be a sentence, but there is surely a weak sector in it.

It is difficult for a sentence to show a location like a map.

Do you have such experiences that thought it is hard to try to tell by words and to think, you find it easily when you draw a sketch.

There is such power that you connect various information with “illustration” and understand at first sight.

It is possible for “illustration” to show all the things which you can understand concretely and can't touch and look at.

It isn't so difficult that you can think concretely as soon as you illustrate what you think in “illustration” abstractly.

Moreover, when you have a problem on work or private life, you can use "illustration".

At first you prepare a blank paper of A4 and write problems in the middle and write in the category which you are hitting, and is related to the circumference

And you encircle it and tie with a line, thinking "what happens if this was tied to that?" and "which is more important thing A or B?"

When I move my hand and do simulation on paper in various ways, it seems to be a lie that worries oneself and I often find a solution easily.

When I argue, something happens to him.

If you are in an opposite position from the other, you will draw "illustration" and suggest that "what you have to say and your position are here, and my position and what I have to say are there. So, thinking objectively, it is proper that we solve the problem by mutual concessions" in many cases your opponent understands.

There seems to be such a work that they can regard the situation as objectivity each other by trying to draw a total structure in "illustration"

Every one can draw "illustration" easily.

After graduating university, I worked at an airline about 20 years and now I teach university students a sector of self-expression.

One of the sectors, I am in charge of a class of "illustration communication"

Illustration communication is a technique that drawing "illustration" and understand, thinking by "illustration" and tell by "illustration". This technique can improve communication efficiency by leaps and bounds. I studied and developed this technique on a business.

Thinking it as the person who developed this solution and technique, "all the people think in an illustration, everyone becomes more happy"

To think in "illustration" is an unexplored field for us.

However, it is not difficult at all about drawing "illustration".

To say extremely, regardless of age, educational background and culture, anyone can use it if they can draw a circle and an arrow.

Anyone, a normal person, begin writing with his talent which he has and can develop it by keeping making an effort.

"illustration" is right technique to think.

Hidetoshi Nakata of the soccer player who called a genius in field of sports.

I think confidence of his talent is that he regards a situation as "illustration" and deal with it.

He has a high ability to predict the placement which each his opponents and

friends are after several seconds from fragment information such as the course which they are going to move. And his ability leads a wonderful pass.

On the other hand, Shougi Master, Yoshihito Habu, seems to be one of outstanding persons in how to think in "illustration" too.

He says that, "made it good form, I win", "Shougi by all mean has a good pattern".

I am an amateur about shougi, but I think it is confidence of his powerfulness that playing shougi, he consistently grasp a total situation as "illustration" and controls it.

By the way, it is a person called a genius both of Nakata and Master Habu.

It seems to be their talent to be able to draw "illustration" in a head.

However, even a normal person can approach them if they have paper and a pen.

At first, I want to tell you what is characteristic of an illustration, comparing anything with "the sentence" that was the mainstream of communication in a scheme so far.

You have to free yourself from thinking in a sentence.

There is a famous sentence "100 times of reading give you the meaning".

This shows attitude of study that in the sense you comes to understand if even a difficult reads repeatedly many times.

However, I doubt these words now.

It seems that a written sentence is absolute. Because of your insufficiency understanding, you can't understand.

At any rate read repeatedly without thinking.

But is it right?

In many method of communication that is a newspaper, a magazine, a book, an office document and electronic mail, a sentence makes them, but is a sentence so perfect expression and a tool of transmission.

Is it an only method that I read repeatedly to understand?

Rather such an excessive sentence faith, dependence to a sentence seem to obstruct our communication and thought.

There should be technique to attracts a problem to oneself more, and to think deeply.

And I think that a method of the purpose is "illustration"

With "illustration" you can manage a difficult paper I am asked for commentaries such as administrative white paper or economy paper by editor of economic and business magazines.

Differing from a novel and an essay, it is difficult to understand a sentence such as

this and people don't want to read it, but I willingly take commentaries.

When I am engaged in making commentaries, I think: I know the hang to make commentaries, taking writing apart carefully, I can understand it roughly. If I do so and don't understand, many people couldn't understand it too.

It can be wrong that it says.

If I write what I understand of don't understand earnestly, I could explain well.

And the gimmick is "illustration"

At first, with the sentence that you should read, prepare paper of A4 size, and gets a pen which are easy to write and a marker of fluorescence colors ready. This is ready to illustration

It is a procedure that firstly tried to read thought a sentence with a marker in one's hand.

You mark it with it when you find a point, an important part and an interesting expression that you think. And you read to the last at natural speed.

In the first process you should try to see a total image at once. So if you have a point that you don't understand, you only have to mark it.

When you read through it to the last once, try to illustrate an outline of the total image taking the making into consideration.

However, there is not a fixed method in particular so you make a list of key word which you marked, encircle it and draw a line and a arrow between the word and others, thinking that what kind of connections between these and that I develop it and then it connects this. This is a process that you can illustrate.

As a rough sketch, I intend to try to, so to speak, tidy in a head somehow and tried to draw an illustration.

I call this "temporary illustration"

Next, I return to a sentence once again while looking at this temporary illustration and read consciously the part which you did not understand, the part which you want to know more in detail at the first reading.

And you write in the key word which you discovered newly and the connection that you noticed in "temporary illustration" further.

Afterward you correct it to form neatly including the illustration that you added to this "temporary illustration".

Even if, it is hard to understand this "temporary illustration" the illustration begins to take good stable form of balance, taking integration in the whole at this stage.

Then, you can tidy it in your head and come to think that you can grasp contents

of the sentence as yours.

The point of that you can understand or not becomes clear when it is for a connection to be clear to join together with a line and an arrow.

Furthermore, thinking in various ways in a process you get an illustration, you also discover the new connection that was not written in a basis of sentence and more.

And when I comment about it in magazines, all I have to do is to write a sentence in accordance with "illustration"

When you write looking at on "illustration", you have a understanding deeply and don't have unrest, because it seems to look at the outline as if you stand on a high observation platform and grasp an essential outline well.

If you can't consent to the part of "illustration" it is that you can find out what you can't understand.

I call this reading and understanding method to read a sentence while illustrating it "read with illustrating"

And then I use this method, I'll be able to comprehend even paper of thick Economic White Paper and large portion of monograph same as editorial of newspaper and paper of do not have many page and essay.

You don't have the case that you can't forward because of its difficulty.

I teach students "read with illustrating", reading and understanding method by the "illustration" that you can get a total image instantly in a crass of university.

Anytime, I have a reaction that they think they overcome their fear for a sentence and they grow their ability of the understanding further.

Then "illustration" has a marvel to understand the sentence that I was not able to readily understand only by reading.

It is the reason that you simply the content of the sentence in a process to illustrate and can think for yourself.

Usually, of course, we read a sentence from beginning to end.

In other wards, however, we meet his thought of the author.

It is unnatural that only mentality must follow the way of another person's thought though each person is different.

As a result, you often can't work your thought freely, understand it and feel refreshed.

On the other hand, "read with illustrating" can be said to be active way of reading.

You are in search for key words reading a sentence, encircle it, tie with an arrow and a line and try to understand content of a sentence for yourself somehow.

In addition, when you read the sentences you don't get total images until the last.

Furthermore, you can't forecast the discovery of the sentences when story digress due to explanation for definition of a new word and matter related to.

Things have different sides and connection of time but sentences must express all of them in one line of context.

So, writer try to express a structure, causation, and time somehow with conjunction, 'therefore', 'but', 'so' and words 'first', 'afterward', 'consequently' and various rhetoric.

However, though sentences become clear or interesting they cannot convey total images instantly because of their characteristics.

But content of sentences described for figure come to understand at sight.

Things have various relations such as logical relations, human relations, geographical relations, time relations, strong or weak relations, and near or far relations.

Figure can express all these relations straight.

For example, a map and a sketch can express the thing about a site, and a calendar and a schedule list can express the thing about a time.

Expressed for sight, a structure of things gets remarkably possible to be appreciated deeply.

"The limit of sentence"

Actually, when I continue "illustration" I often notice.

'What! I cannot understand this sentence because of not lack of my comprehension but incoherence in sentences themselves.

The same, things are described on a line of context in a sentence.

In addition, in consideration for context or reader you need to care about detail; style, use of particle and conjunction and so on.

You have to choose a word and an expression carefully.

In fact sentences are so complicated expression method.

So only expert at sentences can express what he wants to say at will.

A figure with lines and arrows is an expression method, which express relation between things.

So the incomprehensible part cannot be described in it.

However, in the sentences, which are complicated and foggy, it is often to over look or veil by rhetoric contradiction and ambiguity.

In other words, in the communication by sentences it happens frequently that a writer writes off the sentences though he doesn't well understand and naturally the

reader can't understand more.

Until now the reader is worried that because of lack of my education and comprehension I can't understand these sentences but its cause is a flood of the sentences having difficulty to read and contradiction.

Such miserable situations occur in every field: business, education, administration, politics, and so on.

By the progress in a word processor, personal computer, e-mail, and Internet, the information by sentences has increased remarkably around us.

Especially the typed sentences have hypnotic power that written sentences are implicit. We are apt to over look problems and incoherence.

Vague or inconsistent sentence information give rise to misunderstand and passed not digested.

Such cycle continue.

Figure, it is a tool of communication that cut off the cycle and improve the efficiency of communication.

"Tool improving communication"

I described function about understanding by "illustration"

But a figure has another use.

"Illustration" helps us about thinking and communication very much.

You can use "illustration" for every sector. For example, make a life design, problem solution of everyday life and study and thinking about world economy and politics.

It is what anyone thinks that I want to grow the understanding and become bright, but there is some stage to be like that

At The first stage, you can understand disconnected part as individual knowledge.

Next, the second stage is gets possible to see a connection of each part, and you can understand it for a systematic and wholly

Actually, through a work of "illustration", we can get to be able to understand it deeply, while passing through three these stages.

By practice of illustration communication, you can build up three skills which are understanding, thinking and communicative competence.

What does the specific meaning of each skill? We shall begin with looking into the process of the understanding.

The understanding by "illustration" gives you knowledge more and more, the reason of that come from you can understand it in yourself.

The understanding by "illustration" have the basal attitude which is not understand the things what opponent want to say, but understanding the things what your antenna react.

Anyway, connect the things what you understood each other, and you get possible to arrange a general image for yourself.

I said to students that "A human being can understand only a thing understanding oneself, You give things what can't understand the push.

Then all student faces become bright.

A human being understands it only with current his level, justly.

On the other hand, there is not limitation to quantity of information in the world.

Many kind of information will be accumulated and became more profound everyday.

It is specialized every sector more and more, and there is an expert in each.

Therefore, you can't understand perfectly at first for everything.

The things can understand depend on your grow up. Now, five years later and ten years later you can understand each things what you couldn't understand.

<useful function about "illustration"-help you thought>

This section shows you about relation between "thought" and "illustration". To think about it, first of all, you have to know about essence of your "thought". it is not clear and vague beyond your exception. No one know the reason, but it is true.(For example, it is easier to sleep when you read treatise or same books which have hard content) For that reason, If you have too many things which you have to do, your "thought" become confused, and your brain don't work well. but, if you take "a way" , your "thought" work very well. "a way" is "illustration". To show you this usefulness, try to think about difference between ordinary way and "illustration": Ordinary, your brain can think only a few things at the short of time, so, to think use by only brain is very hard work. On the contrary, "illustration" is no limit, because it is out of brain work, use papers. And, it remains for a long time, you can see at same time about many things, and, can categorize or unify it. And you can get to "global image" -this is one of main usefulness function about "illustration"- It'll enable you to get essence of everything.

A scientist said —Human brain have different function between left side and right side— left function is logical thinking, right function is sentimental. So, to use both side is better about human by nature. But, you know, Japanese -educational-system have focused on left side of brain, not both, so, when I lecture

about "illustration", and my students practice "illustration", their brain are activated -Many students tells me about these tiredness -But, these are refresh feeling - made by activation of both side of brain.

So you have to start studying from some parts you can understand and try to draw "illustration"

On the basis of there parts, If you have done this, "illustration" you draw will be recorded on your brain by degree. and, you'll be able to recollect at exactly.

Add to, you'll get understand many knowledge easily, quickly if you have to study unknown country to you or your weak field.

This is like automatically device - first, you draw some "illustration" second, their systems absorb new knowledge at automatically. this is wonderful cycle at point which help you.

In addition, how to mesh and use an image, sensitivity and logic thought is not taught.

Under the circumstance any students use both logic and sensitivity in their illustration classes for the first time, and have experience in thinking in the lump.

A certain student says "I feel a part of my head which I didn't use until new begin to move with a clatter when I illustrate."

It is a part of a thought by the image that was unexploited until now, I name "a brain of an illustration"="illustration brain"

A brain of logic is abused in the modern society, but on the other hand this illustration brain is still unexplored for many people.

Therefore I feel that very large possibility is still hidden in our efficiency.

What on earth kind of originally and intellectually productive activity, new business and culture will be created when we begin to use both logic and sensitivity in the lump? ...I'm looking forward to the future.

Things reach all precisely.

How will be our third communication efficiency "transmission", next to "an understanding" and "a thought".

When I try to understand deeply and think dynamically and convey t content again "illustration", unique power just like "illustration" is shown here.

Now documents almost every part consists of sentences still account for most when people submit the planning paper or undertaking plan in business.

Such documents must reach all the people concerned precisely and be content or description that seem to advance the project efficiently, because they will be the frame of real undertakings and so on.

And it is “illustration” that enables this.

In the case of sentences, for example, only around 20% of the writer's intent can be transmitted to a reader.

Even if each thing which was itemized was confirmed, understand those connections characteristics and a difference of importance.

As a result, an image of a reader can have been completely different from that of the writer.

And sometimes a reader can stretch a sense, or misunderstand a nuance of words.

In a style of sentences as communication, they are apt to start at details.

Sentences are quite difficult even “particle”, and a nuance is considerably different from person to person.

Looking back over my life, I think I seemed to have spent almost all my overtime work revising such “particles” or trifling expressions in my 20's and 30's.

First when I made a document with paints and brought it to my chief, I was commanded to do such a trifling revision as “In this sentence, ‘It is I that do’ is more opportune expression than ‘I do’.”

Second when I brought it to my senior director, he did a similar revision at another part.

Lastly when I brought it to my executive director, sentences were revised and written as I had just written before!

The above facts were common happenings.

And sometimes businesspersons have a project meeting with criticizing a tentative plan. (Both “criticizing” and a “tentative plan” are called “tataku” “tataki-dai” in Japanese.)

They are frequently apt to start arguing about each detail and trifling matters of peripheral things because a general frame and the point are hard to be seen when they start with sentences.

However, the project doesn't progress if they start with details one by one from the first.

How to proceed with the work which they must formulate again every time the peripheral situation changes a little is non-efficiency.

On the other hand, how will be it if they try to make planning papers and specifications by illustrations?

People who concern with the project have various positions, duties and ideas, but anyone can grasp the general concept and the point of the project at first sight if it is shown on “illustration”.

Because all the people concerned can share the concept of the foundation, as for the details, each person can be equal to the occasion.

The project progresses for self-proliferation, but they do not waste labor and can develop it with speed when they use "illustration".

If there is a draft when one builds a house, for example, an intention of the chief mourner reaches all the persons concerned with the construction smoothly.

Various craftsmen like contractors, carpenters, plumbers, electricians, roof-workers, plasterers are concerned with the construction of even one house.

What kind of the foundation and plan of the house and the method of the construction are clear at glance if there is a draft.

Each person can have a rough idea where he should begin his assignment of the construction.

How will be this if one will build his house only by his words?

First he can't contemplate basic and important things like the plan of the house if he oneself is fettered by trifling ideas like "the color of wallpaper is this, the color of the roof is that".

In addition, craftsmen may plaster over the electric construction, and they may work floors before the plumbing, and it must be possible to build the strange house which is full of patchwork in consequence.

Because they tear off floors and repeat plumbing, term of construction will be extended very much.

The example above seems to be a funny story, but don't a lot of similar stories that are too serious to laugh at occur in real business senses?

The important point to make a go of a business is to make an invisible idea such as a business plan, business model visible and ready to be imaged concretely all the time.

The planning papers which take in a technical "illustration" to persuade an opponent can persuade him into agreeing.

A human being dislikes being persuaded.

It seems to be operated his thought by another person and he feels unpleasant.

However, drifts written to be appeared to others have intent to persuade them.

Even if the person who wrote these doesn't notice this intention, a reader reacts sensitively.

In addition, sentences from "particles" to fine nuances of words written by another person are apt to be felt out of place.

Such a feeling "I can't accept these without bitterness", a reader feels.

As a result, an opponent demands many revisions from a writer, but this is not very interesting for a writer.

He feels that he elaborated his sentences with points and perfectly polished every word to the point that he couldn't do any longer.

But he feels as if not only his culture but also human nature is denied when he is demanded revisions easily.

This is the truth of "illustration".

Sentences have clear features of writer from language to how to develop his logic.

Compared with sentences, "illustration" simply expresses only main points.

For this reason, people can advance a talk about essential things.

When one is demanded a revision, it is easy, and he pulls a line quickly at the place and repairs it, and agreement is reached.

Afterward a barren controversy like 'I said' 'You didn't say' will be hard to come to happen.

In addition, the features of communication by "illustration" are to stimulate a heed of an opponent by taking surrounding a figure, to inspire an opponent's imagination, and to make him participate in my project.

He can have a realization that he was able to take part in the basis of the project deeply when we use "illustration".

Memory of content of talks will be stayed deeply, too.

There is something a lot to be gained each other like I can find the new development and problems that I didn't notice.

"Illustration" communication is able to be called "technical of understanding" if communication by sentences is regarded as "technique of persuading".

Finally, at the last part where foreigners also know that the core of a problem is written, I will introduce the advantage of "illustration" communication which we can communicate over a wall of feature of "illustration" communication.

Now we have many countries, nations and languages in this world.

As well as these walls, there is a wall which is produced by religion and education.

Above all, a wall of words makes world communication difficult more than imagination.

The Japan Air Lines where I worked in businessman times is an international company having headquarters in many religious such as America and Europe, Middle East and Asian Oceania.

There is often an opportunity for employees to gather from headquarters of various areas and have a meeting or a workshop.

On that occasion they used English, but I had many difficulties of communication. English is scarcely a native language for Japanese.

In Japan Air Lines, anyone of employees laid emphasis on English study, but naturally there are differences between individuals.

Some peoples could speak English more fluently than natives, but quite a few ones were weak on speaking English if they were apt at working.

My grade of TOEIC was around 670 points in those days.

<Below is a date of TOEIC>

A mark of 600 in business means that the person who can get the mark doesn't feel inconvenience in daily conversation and if a new graduate writes the mark on curriculum vitae to find a job, he will be set a high valuation on his ability by companies without foreign-affiliated companies.

A mark of 730 means that he can make his thought understood fluently and he will be set a high valuation when he changes his job or get job with a foreign-affiliated company.

He had the advantage of English.

I was almost in the middle point of these levels.

I could not always argue violently in the scene that I must have played it by ear when I was asked questions or argued at a meeting.

On the other hand, there are many kinds of foreigners, the French, Indian, Chinese and so on.

And it is not anyone that can communicate on English completely.

Everybody who used English as a common language had a handicap.

And there were many scenes to that they could not communicate each other fluently at the place where people who have various nationalities gather.

Therefore I thought out a plan, and rendered observations of meetings or workshops into "illustration" at a public me