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We think we are connected today, but the next ten years will be a period of explosive connectivity and asymmetric upheaval. In this future world of dramatically amplified digital connectivity, anything that can be distributed will be distributed. Most leaders—and most organizations—aren’t ready for this future.

We are on a twisting path toward—but never quite reaching—a place where everything will be distributed. This path will be characterized by increasing speed, frequency, scope, and scale of disruption.

Younger leaders will be better prepared for this future than older leaders. Many young people are in a blended-reality world already with constant mobile online filters for the physical world. They are online, unless they are off. For most adult leaders, we are offline—unless we are on. Quaintly, some leaders today still say they “log on” to the internet. And do we really need to capitalize the word internet any longer? I think not, and this is the first book I’ve written where I’m not capitalizing the word internet. It is pervasive already, but this is just the beginning.

Leadership will be much less centralized and much more distributed in
the hierarchical practices of leadership for centralized organizations will be brittle in a future world that is not only decentralized but also distributed. Firm structures will give way to shape-shifting organizational forms that function like organisms. Enduring leadership qualities like strength, humility, and trust will still be foundational, but the future will require new literacies for leading.

It’s too late to catch up, but it’s a great time to leapfrog. I introduce in this book five ways for current and future leaders to take their own leap to the future.

- **Learn to look backward from the future.** The future will reward clarity—but punish certainty. Looking long will help differentiate between the waves of change that can be ridden and those that must be avoided. Judging too soon will be dangerous, but deciding too late will be even worse.

- **Voluntarily engage in fear.** Think of this as gaming for grit, creating readiness for an increasingly frightening and unpredictable world. Again, the kids will have a competitive advantage since many of them have grown up playing video games. I believe that gaming—emotionally laden first-person stories—will evolve into the most powerful learning medium in history. Most kids will be ready for this world; most adults will not.

- **Embrace shape-shifting organizations.** New organizational forms will become possible through distributed computing networks, which have no center, grow from the edges, and will be uncontrollable. Hierarchies will come and go, as they are needed. Economies of scale (where bigger is almost always better) will give way to economies of organizational structure, in which you are what you can organize. Authority will be much more distributed. Fluid shape-shifting organizations will win consistently over centralized hierarchies. Disturbingly, terrorists and criminals already make use of shape-shifting organizations better than most of the rest of us.

- **Be there even when you’re not there.** Most of today’s leaders are best in person, but they will not be able to be there in person all the time. Their ability to lead will be reduced dramatically if they cannot
continuously feel present even when they are not present. New digital tools will allow leaders to bridge the valley created by their absence in ways that move beyond being there. The best leaders will be close—but not too close—even when they are at a distance.

- **Create and sustain positive energy.** Leaders will need to radiate positive energy at all times, and that will require them to have physical, mental, and spiritual well-being. In this highly uncertain future, hope will be the key variable—particularly for young people. Young people who are hopeful and digitally connected will be inspiring. Young people who are hopeless and digitally connected will be dangerous. Leaders will need to seed realistic hope in a future that will be laced with fear.

I’m asking you as leaders to understand and practice these new leadership literacies, but also to open yourself to new leadership literacies, new practices for engaging with an increasingly uncertain world.

For at least the next decade, the world will be in a scramble: many things that have been stuck will become unstuck. A scramble is a ripe time for innovation, and leaders will see things they’ve never seen before. The new leadership literacies will provide a process for taking advantage of the scramble, enabling leaders to make the future in positive and practical ways.

The intended audiences for this book include

- **Current, rising star, and aspiring leaders**—of all ages—especially leaders who wonder about their readiness for the future. This book is a great pre-read before a leadership team retreat or conference on the future, for example. It also makes a great end-of-year gift to get people thinking about the future in creative ways. Boards of directors and top leadership teams will use this book to help them think about the future of their own organizations.

- **Human resources leaders** and others looking to hire leaders who will thrive in the world of the future. Anyone seeking to develop a talent profile for the future will find a rich collection of resources here. Before you post your next job description, read this book.

- **Innovation and organizational design leaders** who are imagining new ways to lead.
Preface

- Designers and leaders of development programs of any length. This book would be an excellent tool for those who are preparing leaders for external future forces, as it provides guidelines for imagining new approaches that will help leaders get ready for the future.

- Executive coaches seeking a fresh view of the future, who will be exploring how leaders will need to prepare. This book shows just what kind of coaching will work best, given the external future forces of the next decade.

The core of this book is five pairs of chapters, one pair for each future leadership literacy. The first chapter in each pair defines the literacy and how it differs from current leadership practices. The second chapter in each pair probes the future we are moving toward with that literacy.

The Table of Contents is a good overview, and you can read the chapters in any order—depending on your interests and priorities. My big-picture forecast (twisting toward distributed everything) introduces the book and it is a great place to start to get the gist of the future that leaders will be facing. I end the book with a call to action, a practical and future-oriented guide to leading with realistic hope.

This book is grounded in foresight. By looking ten or more years ahead and then coming back, leaders can see the subtle patterns of change that are not visible in the noisy present. My goal is to use my foresight to provoke your insight and your action. There is short-term value to long-term thinking.

My publisher, Berrett-Koehler, has created a companion product to this book: an online future readiness self-assessment (see link in the back of this book). This self-assessment includes the five future leadership literacies and the ten future leadership skills from my earlier book *Leaders Make the Future*, as well as advice for how to improve in each area. I suggest setting a goal for yourself one year from now. You can take the self-assessment up to five times over the next year. It is a great conversation starter for your own leadership development or for group experiences with your team. I will be using it before, during, and after my talks and workshops.
INTRODUCTION

Twisting Toward
Distributed Everything

The shift from centralized to distributed organizations has already begun, but the current leadership literacy— inherited from large centralized organizations—isn’t ready for a future when anything that can be distributed will be distributed.

Centralized and decentralized organizations will give way to truly distributed organizations that have no center, grow from the edges, and cannot be controlled. Hierarchies will come and go in shape-shifting forms resembling a swirl. Rock-star leaders will be rare; networked leadership with strength and humility will work best. As centralized organizations become increasingly distributed, expect a cloudburst of disruption. In this future, leaders will see things they have never seen before.

My hope is that readers will allow themselves to be provoked by this book. It doesn’t really matter if you agree with my forecasts or not; it only matters if they provoke you in useful ways. In fact, some of the best forecasts are those you don’t like—forecasts that cause you to think and do things you would not have done otherwise.

This book will suggest a process for developing your own future leader-
ship literacies, a process that will cycle from foresight to insight to action—in a continuous and bidirectional flow (see Figure 1).

In simpler times, perhaps being action oriented was enough to make a great leader. Perhaps the future was clearer back then, the insights more obvious. In the past, consultants and business books preached action as the defining characteristic of great leaders. But even thousands of hours of action experience won’t be enough for this future. Leaders will need to develop new literacies in new ways for new futures. Action will not be enough to win in the kind of future that is emerging. Action without foresight and insight will be dumb, dangerous, or both. Leaders will need to combine the practices of foresight, insight, and action in an ongoing cycle of learning.

The next decade will be extremely complex, messy, and threatening. Future leaders will be facing a VUCA world: Volatile, Uncertain, Complex, and Ambiguous. I learned this term at the Army War College in Carlisle, Pennsylvania, where I have done immersion experiences, workshops, and talks since 9/11. This book is about what’s next in what I believe will be an increasingly VUCA world, a pothole-filled path winding toward—but never quite reaching—a future when everything is distributed.
The word that best characterizes the near future is *scramble*: lots of things that have been stuck will get unstuck. In the ensuing scramble, many creative things will happen—including shifts that are very different from what the scramblers intended. Those who are good at unsticking—the scramblers—are not likely to be very good at putting things back together again in new ways. This is a future that will be full of innovation that can be put to all kinds of uses—for good and for evil.

I’ll be using the Foresight-Insight-Action Cycle to summarize how leaders can develop their own personal process of leading in the midst of the scramble.

**In Future Tense**

In this book, I explore the external future forces most likely to disrupt leaders, give practical advice for how they can make the future a better place, and suggest an ideal talent profile for future leaders. *The New Leadership Literacies* has many signals from the future, but there are no facts about the future.

I propose five new leadership literacies, but I ask that you open yourself to others that go beyond what I am suggesting. The literacies I introduce here will give you a head start on the future, but there will be others to come. What we’ve been taught about leadership in the past won’t be enough—even though each new literacy should be informed by enduring leadership wisdom from the past.

My views are based on working as a professional futurist in Silicon Valley for some forty years. My forecasts are plausible, internally consistent, and provocative. While nobody can predict the future, my forecast futures over the years have usually happened. While I don’t claim to be an expert in the present, I have been pretty good at listening for and foreseeing the future. The best futurists I know don’t quite fit in the present. I don’t quite fit in the present either, and I think that is an advantage.

In 1973, Institute for the Future had new grants from the National Science Foundation (NSF) and Advanced Research Projects Agency (now called DARPA) to study the use of the emerging network for communication among scientists in the early 1970s, and I was able to join them shortly
after that and come to Silicon Valley. It was clear to me by then that being a professor of sociology was not my calling; I was—and still am—called by the future.

Institute for the Future (IFTF) was a spin-off of RAND Corporation and Stanford Research Institute (now called SRI International) in 1968. IFTF is one of the few futures research groups in the world that has outlived its forecasts. We look back every ten years and ask how we’ve done. Over those forty-plus years, 60 to 80 percent of our forecast futures have actually happened, depending on your definition of happened. Even though we’re usually right, we don’t use the word predict. Nobody can predict the future. I like to say, “If somebody tells you they can predict the future, you shouldn’t believe them . . . especially if they’re from California.” The goal of looking out ten years is to look backward from the future and provoke, not predict.

When I came to Silicon Valley and joined Institute for the Future, I was hired to help prototype and evaluate what today would be called social media for scientists communicating with other scientists at NASA, USGS, NSF, defense contractor universities, and other government agencies—since those were the only people who could use what we now call the internet. Instead of social media, we used the nerdy name computer conferencing to describe these media, and our prototype system was called Forum. Jacques Vallee was leading our team at IFTF, and I was leading the evaluation research on these early forms of social media. This was more than ten years before The Well, which was arguably the first social medium for wider populations. We were prototyping social media, but only defense contractors could use our system since they were the only people allowed on the ARPANET at the time.

I have a vivid memory of getting a frantic call one morning from a staff person in a general’s office at the Pentagon. To the staffer’s urgent disgust, his general had just received a personal message directly through our system from a lowly research assistant at a defense contractor university. The message sent via Forum to the general was a biting complaint about the Vietnam War, as I recall. The general’s assistant shouted at me in horror: “Do you mean that just anybody can now send a crazy message directly to my general?”

“Uh, yes sir . . . at least anyone on our network,” I replied sheepishly. The
Twisting Toward Distributed Everything

...twisting path toward a future when everything is distributed had cracked open just a bit. The move toward distributed authority was just getting going.

Much later in 2016 at Nestlé, the world’s largest food company, the Salesforce Chatter internal social media platform is being used to promote internal communication across a radically distributed organization. Chris Johnson, the executive in charge of Nestlé Business Excellence and one of the top executives in this very large organization, said recently: “I love interacting with people across organizations without the barriers of hierarchy” (Blackshaw 2016). The VUCA world is accelerating.

The Positive VUCA

As I’ve worked with the VUCA world concept in a variety of organizations since 9/11, I’ve come to understand that it does have a hopeful side: volatility yields to vision; uncertainty to understanding; complexity to clarity; and ambiguity to agility.* Vision, understanding, clarity, and agility are foundational to the new leadership literacies that I am proposing in this book.

Inspired by my experiences at the Army War College, I wrote a book called Leaders Make the Future that focused on future leadership skills. That book is now in its second edition, and I’m convinced that the ten leadership skills I identified there are basic to successful leadership in the future: the maker instinct, clarity, dilemma flipping, constructive depolarizing, immersive learning ability, bio-empathy, quiet transparency, smart-mob organization, rapid prototyping, and commons creating.

Skills, however, won’t be enough to thrive in the future world that is emerging. A single leadership literacy won’t be enough either. Leaders will need to be multiliterate in this future world, just as international leaders are much stronger if they are multilingual. Leadership skills will have to be wrapped in broader literacies that combine:

- discipline, to provide order—but not too much order
- practices, to understand and share what works—and what doesn’t

* I talk in much more detail about both the threats and the opportunities of the VUCA world in The Reciprocity Advantage and Leaders Make the Future.
perspective, to learn from a wide diversity of views—but not get stuck in any single view

- worldview, to look long instinctively—but focus on action when that is needed

After introducing each new leadership literacy, I link it back to the skills I identified in Leaders Make the Future. This new book starts where Leaders Make the Future ended. You don’t have to read Leaders Make the Future to get benefit from this book, but it will certainly add context, history, and depth. I hope that these two books will be used together for leadership development.

Leaders are—and must continue to be—a source of clarity. Clarity is the ability to be very explicit about where you are going, but very flexible about how you will get there.

In a future loaded with dilemmas, disruption will be rampant, and clarity will be scarce. The disruptions of the next decade will be beyond what many people can cope with. Many will be susceptible to simplistic solutions—especially from politicians and religions. Leaders will need to provide enough clarity to make disruption tolerable and even motivational. They will also need to communicate realistic hope through their own stories of clarity. Certainty about the future may provide temporary hope, but it is likely to be false hope since we live in an increasingly VUCA world.

VUCA has always been a part of life, beginning from the fact that we all have to die. Leaders have been challenged by VUCA before—but never on the global scale that they will experience over the next decade. My big three global VUCA challenges are global climate disruption, cyber terrorism, and pandemics—all of which will likely be on a scale that was previously unimaginable. VUCA has never before been so global, so interconnected, and so scalable. Local VUCA is not new; the VUCA world is unprecedented.

In the future, disruption will become the norm for most people, as the scope, frequency, nature, and impact of disruption explodes. Deep disruption will take a long time—often decades—to unfold.

As mentioned before, this book is divided into five pairs of chapters, each pair focusing on a future leadership literacy that leaders will need in order to thrive. For each new leadership literacy, I provide a chapter defining it
and a companion chapter with my forecast for the future of that literacy. I begin each forecast with a surprise.

Figure 2 is a visual overview of the book.

Here is the core structure and content.

Chapters 1 and 2 look at the literacy I call **Looking Backward from the Future**, which is about learning how to go out to the future (usually ten years out) and then work your way back. It will help you see the direction of change so that you can avoid the noise of the present and develop your clarity. To lead, you will need to be clear about direction (clarity will be rewarded) but flexible about execution (certainty will be punished).

Chapters 3 and 4 look at the literacy of **Voluntary Fear Engagement**, which is about gamefully engaging with your own fears in low-risk simulated worlds. Because next-generation disruption will be so dangerous and difficult to understand, safe zones will be needed where you can immerse yourself in fear and figure out how to succeed. Practice and learn with others, the way the military conducts war gaming. Then come back better prepared for the real thing.

Chapters 5 and 6 look at the literacy of **Leadership for Shape-Shifting**
Organizations. Learn how to thrive in distributed organizations that have no center, grow from the edges, and cannot be controlled. Hierarchies will come and go as needs arise and the environment shifts. The next generation of technology will provide the connective cord for distributed organizations so you can share risk and develop new opportunities. Since reciprocity will be the currency of this new world—not just traditional transactions—you will have to practice mutual-benefit partnering. Authority will be increasingly distributed.

Chapters 7 and 8 look at the literacy of Being There When You Are Not There. Although you may currently lead best in person, shape-shifting organizations will require you to be many places at once. Leaders will have to engage with people who are geographically, organizationally, and temporally distributed. In-person meetings will still be best for some things, but you will need to decide which medium is good for what, with which people, at what time.

Chapters 9 and 10 look at the literacy of Creating and Sustaining Positive Energy. You must regulate your personal energy so you have focus, stamina, and resilience when you need it. The VUCA world will be exhausting for everyone—but especially for leaders. You will have to be extremely fit, physically and psychologically—much more so than leaders in the past. And you will need spiritual (though not necessarily religious) grounding and a sense of meaning in the midst of extreme disruption.

“Distributed Everything” Started in Silicon Valley

When I first arrived in Silicon Valley, Institute for the Future was up in the hills on Sand Hill Road in Menlo Park, near Highway 280, barely on the inland side of the San Andreas Fault. I used to joke that, when The Big One hits California, Institute for the Future will have a shoreline view.

IFTF was the first tenant in a new cluster of buildings built by Tom Ford, a former development officer from Stanford, who had the foresight to buy a parcel of land right across the road from Stanford University property. He attracted a new kind of tenant in addition to our little think tank—people who would come to be called venture capitalists. Ford Land Company
became a big success, venture capital boomed, and Sand Hill Road is now known as the Wall Street of Silicon Valley.

The Silicon Valley “Wall Street” is beauty on the edge of disaster. Droughts, wildfires, and mudslides loom. And earthquakes are omnipresent here—not only the geological kind but also metaphorical earthquakes of innovation.

I believe that the everyday juxtaposition of awesome beauty and certain disruption is an important reason why Silicon Valley is the birthplace of so much innovation—including the technologies pushing us toward distributed everything. The inevitability that our beautiful world will be disrupted is at least a partial motivator for all of us to innovate.

Silicon Valley disruptors have bloomed, seeded, re-bloomed, and re-seeded in continuing harvests of innovation—all under the certainty of disaster. If you live in a time when each day could be the eve of destruction, having the innovation jimjams is just part of your daily life. In other parts of the world, it may seem easier to fend off outside forces and maintain control through centralized organizations. But if you live in Silicon Valley, distributed everything just seems like what we all need to learn how to do. Distributed means dispersed over space and time. The technologies of dispersion have their roots here in Silicon Valley. Digital connectivity can link scattered people and processes, but it takes special human effort to weave new organizational forms, new business models, and new styles of leadership.

If the many colorful visions of how to improve the world were not so compelling and credible, Silicon Valley would never work. Silicon Valley has already changed the world, and there is strong reason to believe that it will do so again and again. It is the spirit of Silicon Valley that will make distributed everything possible.

There are two very powerful and very distributed clusters of disruptors in Silicon Valley: one obsessed with ways to make the world a better place, the other obsessed by extreme greed. These two loose social networks, whose members have compatible values, don’t particularly like each other, but the world changers and the greedy people know they need each other. And there are some crossovers.

You may have negative associations with the word greed, but if it weren’t for greed, Silicon Valley would not be the success story that it is. Tense relations between the world changers and impatient investors create friction,
which sparks the innovators among them to throw hundreds of matches every day on bonfires of disruption.

Fail early, fail often, and fail cheaply is the motto here. Failure is a badge of courage. Success builds on earlier failures. Very little happens in Silicon Valley any more that is truly new. Almost everything that succeeds here was tried and failed many times before. “Our purpose is to fail, but to fail in an interesting way,” said Silicon Valley visionary Alan Kay when he was at Xerox PARC during its prime. Failure is an essential ingredient of disruption, and Silicon Valley is full of people who thrive on disrupting in a climate of perpetual disruption.

The photo on the left side of Figure 3 is the sign as you drive onto the current (relatively new) Facebook campus in Menlo Park, just off Highway 101. The photo on the right is the back of the sign that Facebook retained from Sun Microsystems, which used to occupy the same campus. When Sun was still an independent company, its executives boasted that they expected to be disrupted, were fully prepared for disruption, and that they knew how to “eat [their] own young” in order to survive disruption. In spite of their efforts, Sun Microsystems was eaten by Oracle. The two-sided sign

FIGURE 3 Silicon Valley companies are paranoid about disruption. The two-sided sign at Facebook is a constant reminder for Facebook employees that nothing in Silicon Valley is permanent.
at Facebook is a constant reminder for Facebook employees that nothing in Silicon Valley is permanent. Disruption looms here.

Many books and most corporations focus on *trends*, which have data, duration, and direction. In the futures field, trends are patterns of change from which you can extrapolate with confidence. Demographic trends (for example, around aging or population flows) are important to track and anticipate, but trends are much easier to identify and follow than disruptions. With trends, you have historical data that is worthy of trust, so you have a pretty good sense of what’s coming next. With disruptions, you have only hints about what’s next, and the hints are often wrong.

Trends are gradual, relatively predictable, and almost-comfortable change. Disruption is extreme and unpredictable change. Disruption is uncomfortable for most people.

This book focuses on *disruptions*, which are breaks in the patterns of change. Disruptions tend to take a long time to play out and are often characterized by waves of innovation.

Disruptions often start as responses to particular problems but almost always spark unexpected changes. Despite its sense of immediacy, disruption is often a process that takes a long while to play out—disruption doesn’t just suddenly pop up and then disappear.

When disruption first breaks out, it is hard to tell just what the core disruption will be. Early waves of disruption may look much different from what happens later.

Most people in today’s organizations are not prepared for a global future laced with disruption and extreme dilemmas that have no easy answers. As former UK Prime Minister Tony Blair said right after the vote for Britain to leave the European Union in 2016:

> The political center has lost its power to persuade and its essential means of connection to the people it seeks to represent. Instead, we are seeing a convergence of the far left and far right. The right attacks immigrants while the left rails at bankers, but the spirit of insurgency, the venting of anger at those in power and the addiction to simple, demagogic answers to complex problems are the same for both extremes. Underlying it all is a shared hostility to globalization. (Blair 2016)
Despite the trendy “shared hostility to globalization,” top leaders will deal mostly with dilemmas that are increasingly global and flow across national boundaries. Dilemmas are problems you can’t solve, problems that won’t go away—yet somehow leaders must learn how to succeed anyway. Future dilemmas will be embedded with both hope and fear—but the fear will be biting and the hope elusive.

If a leader characterizes a dilemma as a problem that can be solved, the failure to solve it is likely be remembered and probably will be punished. When dealing with extreme dilemmas, leaders will need to learn how to thrive in the space between judging too soon (the classic mistake of the problem solver) and deciding too late (the classic mistake of the academic). Dilemmas are gnarly.

The word disruption is out of fashion, I was told more than once as I was writing this book. Some friends suggested that I stop using the word, since it has been used in such cavalier ways recently. Even in Silicon Valley, a constant churn of jargon-laden innovation-speak, the word disruption has been overused and under-defined. Zoé Bezpakko, a young Silicon Valley friend of mine born in France, said to me with a twinkle in her eye: “Oh, haven’t you heard? Disruption is now passé. Now, it’s all about invention.”

I kind of like that shift—and I certainly like the word invention—but I don’t want to give up on the word disruption. Instead, I want to make it clear that I’m using the word correctly to mean a break in the patterns of change. In this book, I’m talking about really serious breaks in the patterns of change—beyond trends and the watered-down pop definition of disruption. Leaders will need to face up to disruption, not just call it by another name.

How can leaders learn not only to cope in the VUCA world but also thrive? The leadership literacies I am proposing will actually work better when the world is volatile, uncertain, complex, and ambiguous.

As a rule of thumb at Institute for the Future, we look back at least 50 years every time we do a ten-year forecast. We look for patterns of change. We look for thresholds of change. We look for signals that precede the future. We look in particular for what seems ready to take off, even if it has failed many times before. We look for stories that connect to the signals and give clues about how this particular future could come to pass. As novel-
ist William Gibson said so eloquently, “The future’s already here. It’s just unevenly distributed.”

Here is a summary of the core disruptions I am forecasting over the next decade:

**FIGURE 4** Anything that can be distributed will be distributed.

To understand the future, leaders need to listen for signals while filtering out noise. You can only listen for things you are able to hear, however. Leaders need to be tuned to listening for things that don’t fit in interesting ways—even if they don’t fit that leader’s preconception of how they are or how they might be. Leaders must be sense makers in a world that will differ profoundly from what they have experienced before.

Much of the present is noise. And, to make it more complicated, the future that is already here often will take a long time to scale. The signals of the present need to be considered within the context of the past, the constraints of the present, and the opportunities of the future. On rare occasion, an author is able to make sense of the noise of the present and reveal the directions of change.

Kevin Kelly does just that in his book, *The Inevitable: Understanding 12 Technological Forces That Will Shape Our Future*. This amazing guide introduces the technologies that will challenge us over the next decade.
Increased *sharing* both encourages increased *flowing* and depends on it. *Cognifying* requires *tracking*. *Screening* is inseparable for *interacting*. The verbs themselves are *remixed*, and all of these actions are variations on the process of *becoming*. They are a unified field of motion.

These forces are trajectories, not destinies. They offer no predictions of where we end up. They tell us simply that in the near future we are headed inevitably in these directions. (Kelly 2016)

I am focused on the leadership literacies that will be necessary to thrive in this kind of world. The connective media of today are just beginning to turn into the next waves of much more intense disruption. I think of today’s internet as the world’s largest market test for the futures that are about to happen. I am inspired by one enveloping disruption that will amplify everything else over the next decade: the future force toward distributed everything. (See Figure 4.)
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