

The background is a light blue gradient with several realistic water droplets of various sizes scattered across it. The droplets have highlights and shadows, giving them a three-dimensional appearance. The text is centered in the middle of the image.

# BE LIKE WATER MY FRIEND

HOW TO USE TAIJI PRINCIPLES IN PROJECT MANAGEMENT TO ACHIEVE  
YOUR GOALS WITH LOW ENERGY INPUT AND STRESS



# MICHAEL FRITZSCHE

- 25 YEARS OF EXPERIENCE IN PROJECT MANAGEMENT
  - MAINLY IN AUTOMOTIVE INDUSTRY
- MORE THAN 10 YEARS PRACTICING OF TAIJI
- EDUCATION
  - DIPL ING CONTROLS ENGINEERING
  - BACHELOR OF BUSINESS ADMINISTRATION
  - ALTMBA
  - PGMP
  - TAIJI COURSE INSTRUCTOR



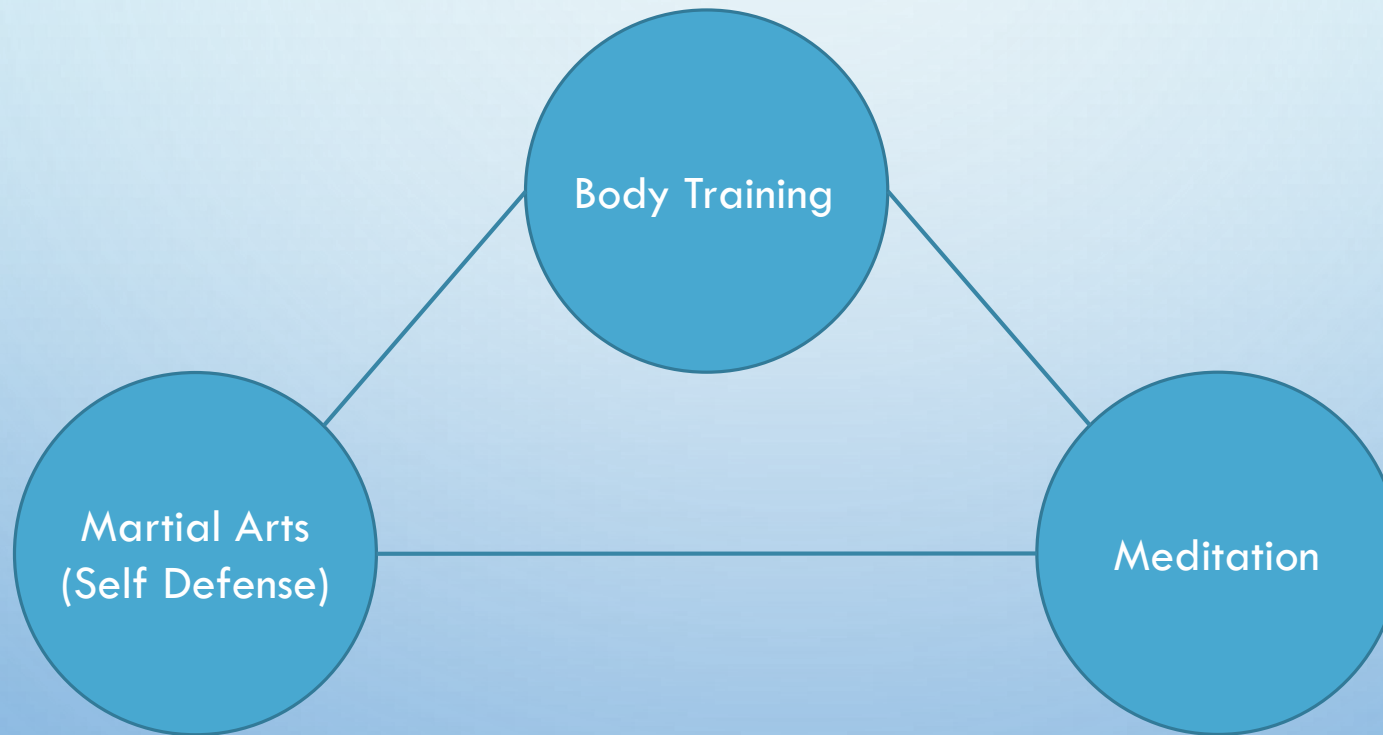
# MICHAEL FRITZSCHE



# TOPICS

- 3 COLUMNS OF TAIJI
- PRINCIPLES
- BALANCE OF EXTREMES
- PROJECT HEROES VS. LAZY GENERALS
- 36 STRATAGEMS

# 3 COLUMNS OF TAIJI



# PRINCIPLES

12 FUNDAMENTAL PRINCIPLES THAT GUIDE PROJECT MANAGEMENT.  
(ACCORDING PMBOK 7<sup>TH</sup> EDITION)

1. BE A DILIGENT, RESPECTFUL, AND CARING STEWARD
2. CREATE A COLLABORATIVE PROJECT TEAM ENVIRONMENT
3. EFFECTIVELY **ENGAGE** STAKEHOLDERS
4. **FOCUS** ON VALUE
5. **RECOGNIZE, EVALUATE, AND RESPOND TO SYSTEM INTERACTIONS**
6. DEMONSTRATE LEADERSHIP BEHAVIORS
7. **TAILOR BASED ON CONTEXT**
8. BUILD QUALITY INTO PROCESSES AND DELIVERABLES
9. **NAVIGATE** COMPLEXITY
10. **OPTIMIZE RISK RESPONSES**
11. **EMBRACE ADAPTABILITY AND RESILIENCY**
12. ENABLE CHANGE TO ACHIEVE THE ENVISIONED FUTURE STATE

10 PRINCIPLES OF YANG CHENG FU

1. ERECTING AND ENERGETIC
2. LOWER THE CHEST AND STRETCH THE BACK
3. RELAXING THE HIP
4. **DISTINGUISH EMPTY AND FULL**
5. LET SHOULDERS AND ELBOWS HANG
6. **USE INTENTION INSTEAD OF MUSCLE POWER**
7. CONNECTING UPPER AND LOWER BODY
8. UNITING INSIDE AND OUTSIDE
9. **CONTINUOUS AND WITHOUT INTERRUPTION**
10. CALMNESS IN THE MOVEMENT

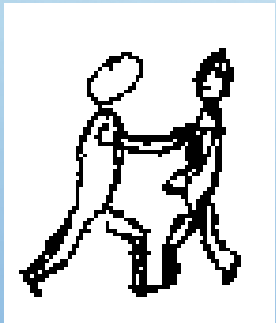
# DISTINGUISH EMPTY AND FULL

What do the branches do in the wind?



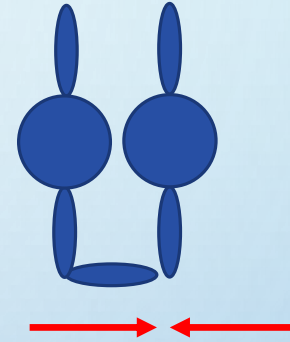
What is cause and what effect?

# DISTINGUISH EMPTY AND FULL



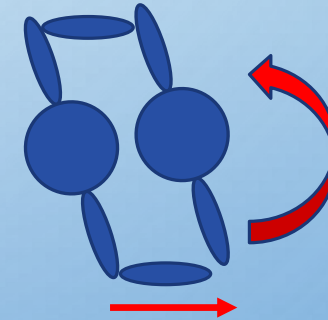
## Classical physics

A force generates a counterforce



## Taiji

Meet fullness with emptiness  
Be loose and do nothing like the tree





# USE INTENTION INSTEAD OF MUSCLE POWER

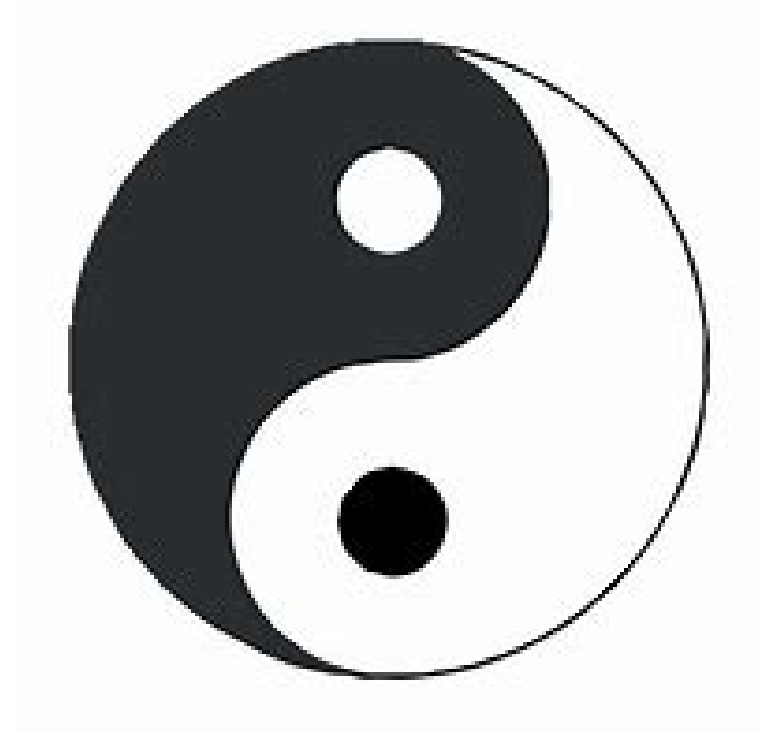
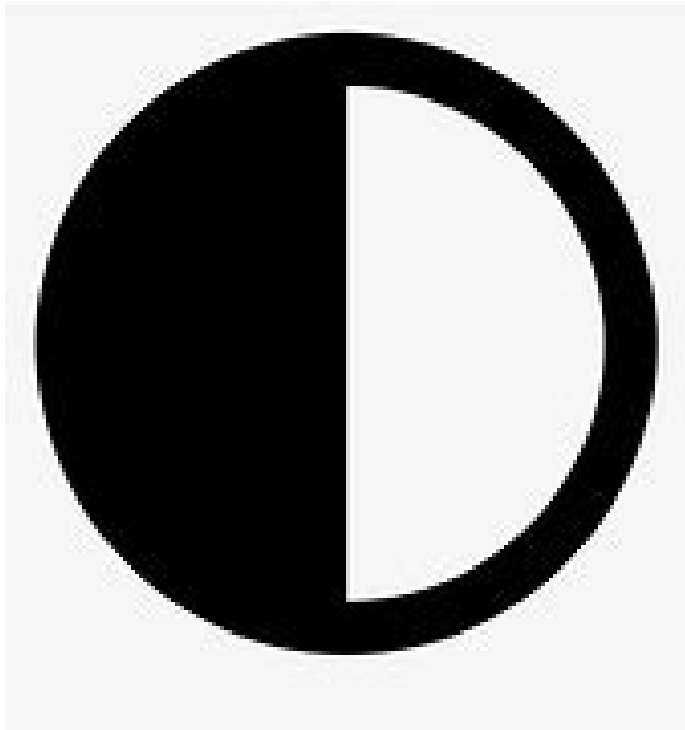
WE JUDGE OURSELVES BY OUR INTENTIONS, WHILE OTHERS JUDGE US BY OUR IMPACTS



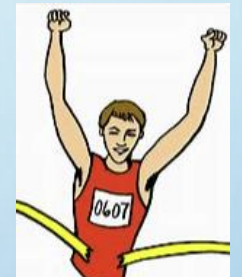
# CONTINUOUS AND WITHOUT INTERRUPTION

- THE MOVEMENTS ARE STEADY, CIRCLING WITHOUT INTERRUPTION.
- NO BEGINNING AND NO END OF THE FORCE (ETERNAL CYCLE)
- UNINTERRUPTED CONTROL OVER THE MOVEMENT (BY ME AND BY THE OPPONENT)

# BALANCE OF EXTREMES



# WE ARE PROJECT HEROES



## Risk management

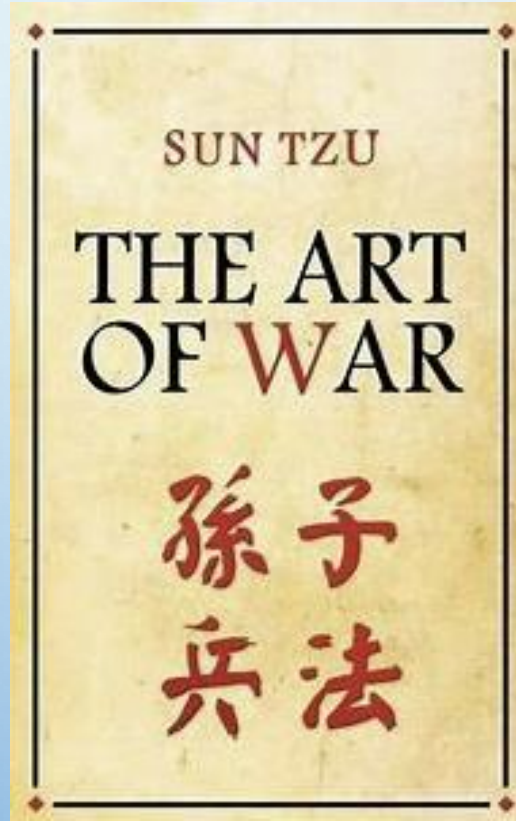
- Negative risks are opportunities
- Risks are not always static

Great things  
never meet  
spec

We have fought our  
way to the goal with  
a strong will

Every fixed detail, is a  
factor that can cause a  
plan to fail.  
(MacGyver)

# LAZY GENERALS



- SUN TZU DOES NOT MAKE A PLAN, BUT DRAWS A MAP OF THE POTENTIAL OF THE SITUATION BETWEEN THE OPPONENT AND HIM
- THE GREAT GENERAL WINS EASY VICTORIES (BY CREATING AND USING THE POTENTIAL).
- **STRATEGY IS THE OPPOSITE OF HEROISM.**

# WU WEI (DO NOT ACT OR INTERFERE)



- NOT TO EXERT ONESELF, BUT TO ADAPT ONESELF TO THE INCLINATION AND TO ACCOMPANY IT;
- NOT TO LEAD (FORWARD), BUT TO SECOND,
- LET IT FLOW LIKE WATER - TO HELP WHICH COMES NATURALLY
- THAT IS, TO COME SECOND - MODESTLY, WITHOUT GLORY AND EVEN WITHOUT ATTRACTING ATTENTION -
- BETWEEN REST AND DOING NOTHING THERE IS A BIG DIFFERENCE (MR. HAN MOVIE KARATE KID NEW)
- DO NOT ACT BUT TRANSFORM (POTENTIAL)
- **THE CHINESE WAY IS NOT A WAY THAT "LEADS TO SOMETHING"...IT IS A WAY "WHERE SOMETHING HAPPENS"**
- **WE DO NOT NEED HEROES**

# THE STORY OF THE BUTCHER KNIFE



- THE KNIFE OF A GOOD BUTCHER NEVER GETS BLUNT.
- WHY?
- HE INTUITIVELY FEELS WHERE TO CUT
  - AT NATURAL DIVIDING LINES
- HIS KNIFE WILL NEVER HIT A BONE.
- HE HARDLY NEEDS FORCE

# 36 STRATEGEMS

OUTSMARTING OR TRICK SOMEONE HAS A  
NEGATIVE CONNOTATION FOR US  
IN CHINA, IT IS A PART OF WISDOM

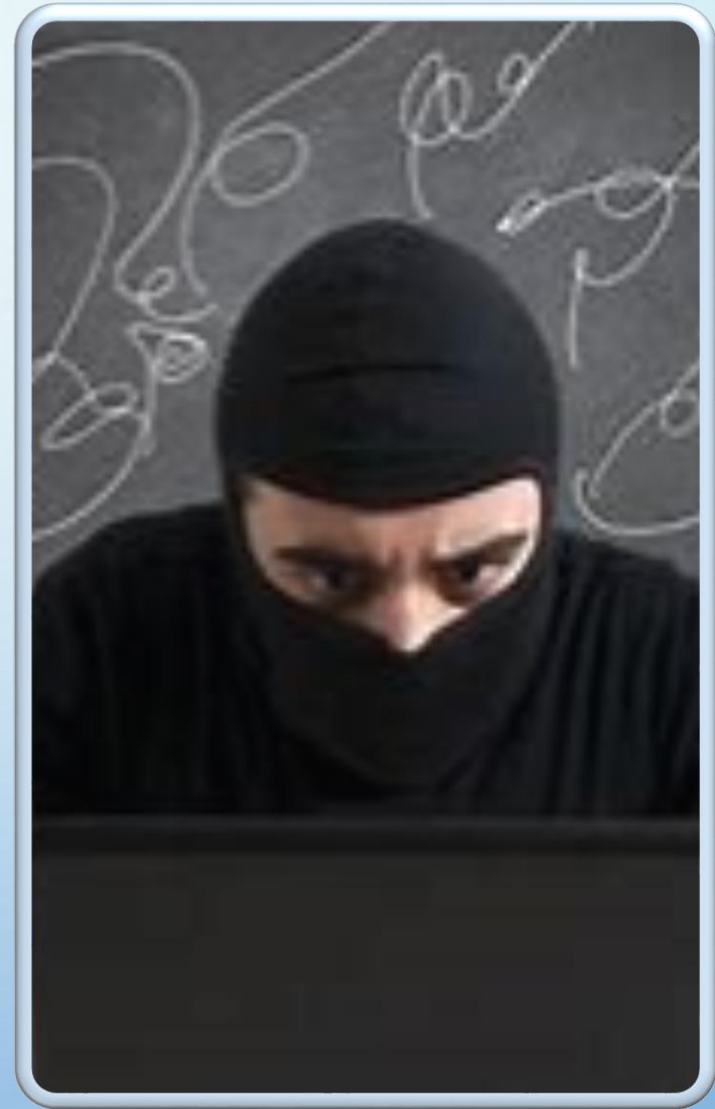


- STRATEGEMS FOR MASTERING SUPERIORITY
- STRATEGEMS FOR CONFRONTATION
- STRATEGEMS FOR ATTACK
- STRATEGEMS FOR CONFUSED SITUATIONS
- STRATEGEMS FOR GAINING GROUND
- STRATEGEMS FOR HOPELESS BOTTLENECKS



## 2. BESIEGE WEI TO RESCUE ZHAO

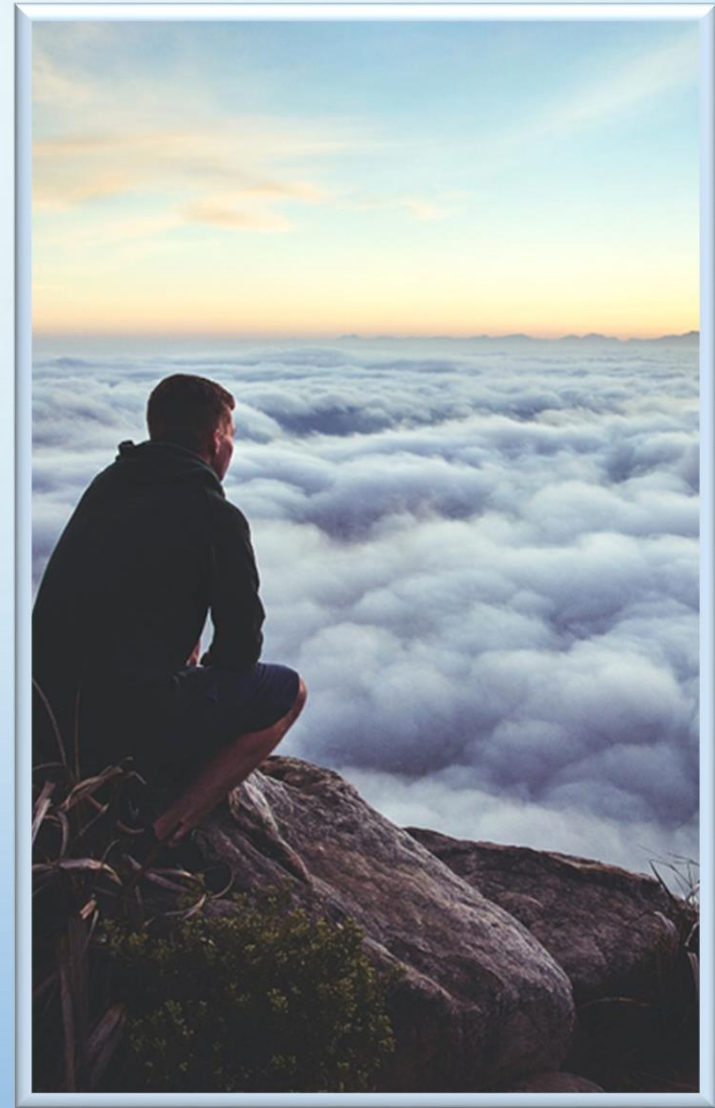
YOU DO NOT ATTACK AN ENEMY DIRECTLY, BUT THREATEN TO TAKE SOMETHING THAT IS IMPORTANT TO HIM.



## 4. RESTED AWAIT THE EXHAUSTED ENEMY

ACT FROM REST AND RELAXATION

BE PATIENT DO NOT RUSH



## 5. LOOT A BURNING HOUSE

TAKING ADVANTAGE OF SOMEONE ELSE'S DIFFICULTIES



# 10 HIDE A KNIFE IN A SMILE

LULLING YOUR ENEMY INTO SECURITY THROUGH FRIENDLINESS IN  
ORDER TO ATTACK HIM AT THE RIGHT MOMENT



## 12. TAKE THE OPPORTUNITY TO PILFER A GOAT

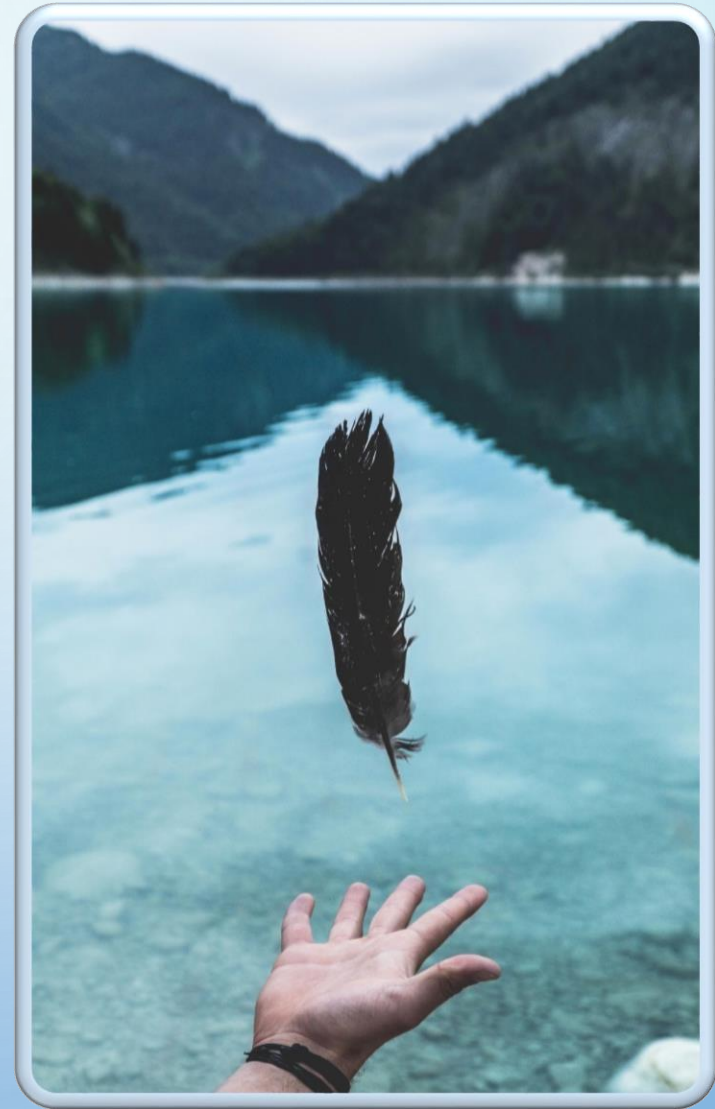
ACHIEVE ONE'S GOAL WITH THE LEAST AMOUNT OF EFFORT.

CONSTANTLY SCAN THE ENVIRONMENT FOR OPPORTUNITIES AND  
RISKS IN ORDER TO TAKE ADVANTAGE OF THE EMERGING  
POTENTIAL IN THE SITUATION.

THINK IN SCENARIOS



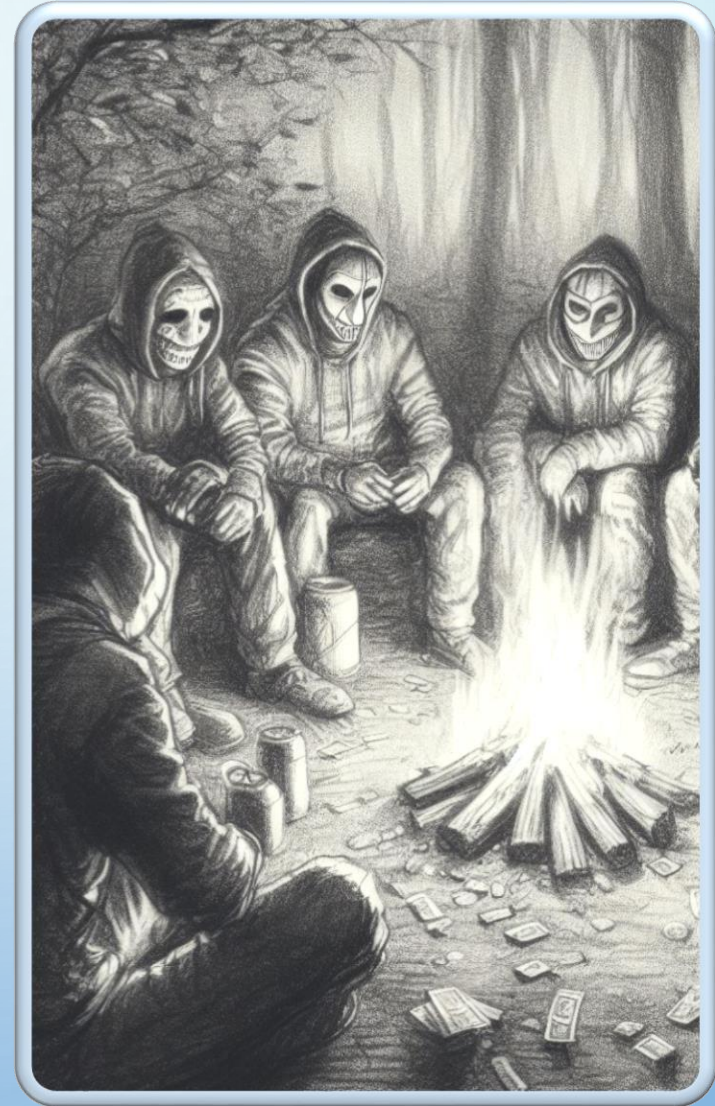
16 TO CATCH SOMETHING, FIRST  
LET IT GO



## 18. CAPTURE THE RINGLEADER TO CATCH THE BANDITS

STRONG LEADERS ARE A SIGN OF WEAK TEAMS

IF THE ENTIRE ORGANIZATION IS FOCUSED ON ONLY ONE PERSON,  
THEN THAT PERSON IS A "SINGLE POINT OF FAILURE."



# 19. REMOVE THE FIREWOOD FROM UNDER THE CAULDRON

REMOVE THE FIRE IS TO REMOVE THE SOURCE OF THE ENERGY



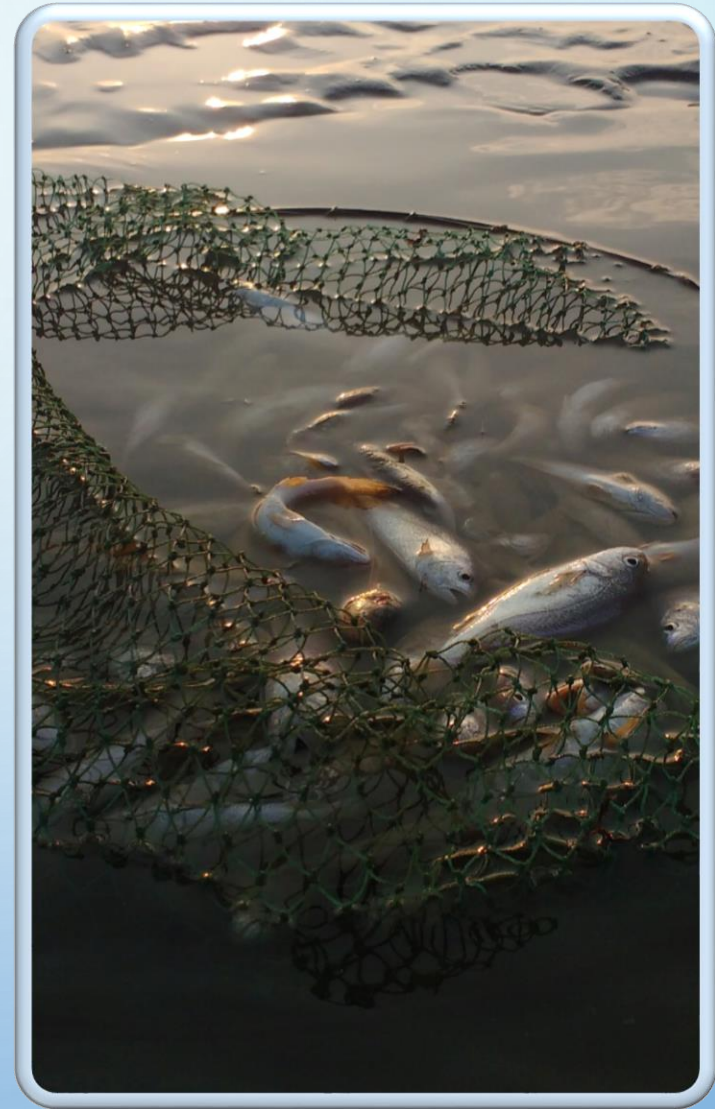


20. FISH IN TROUBLED WATERS  
OR  
MUDDYING THE WATER TO  
CATCH THE FISH

MANAGE UNCERTAINTY

OR

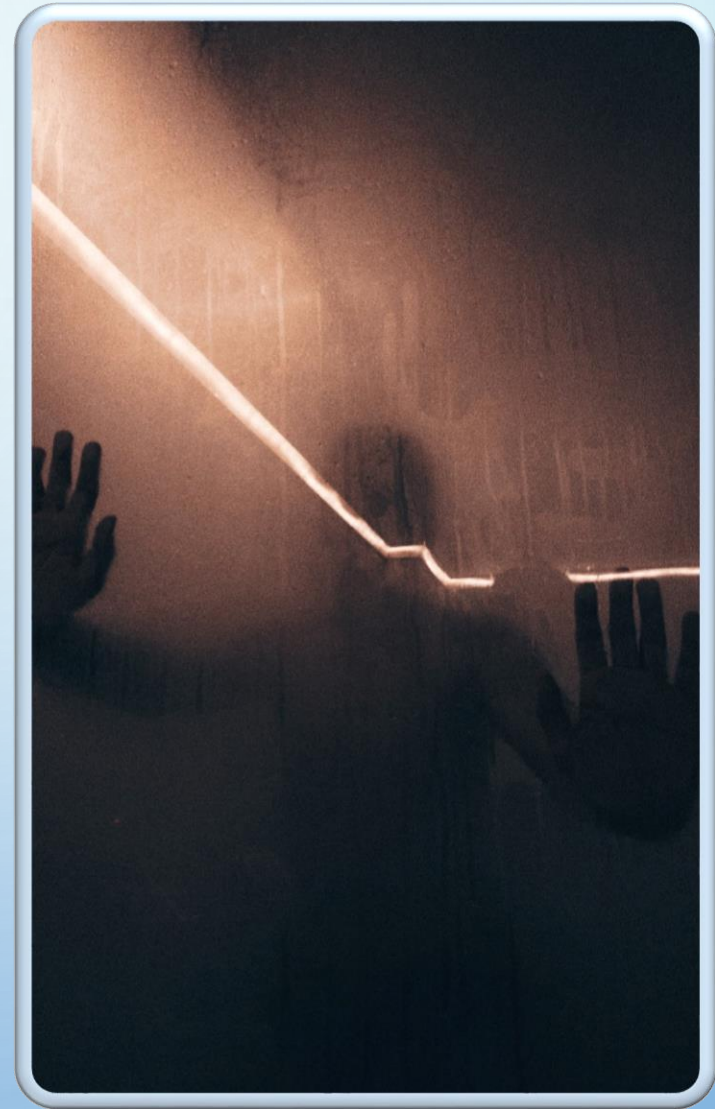
ACTIVELY CREATE CHAOS TO DISGUISE YOUR ACTIVITIES



## 22 SHUT THE DOOR TO CATCH THE THIEF

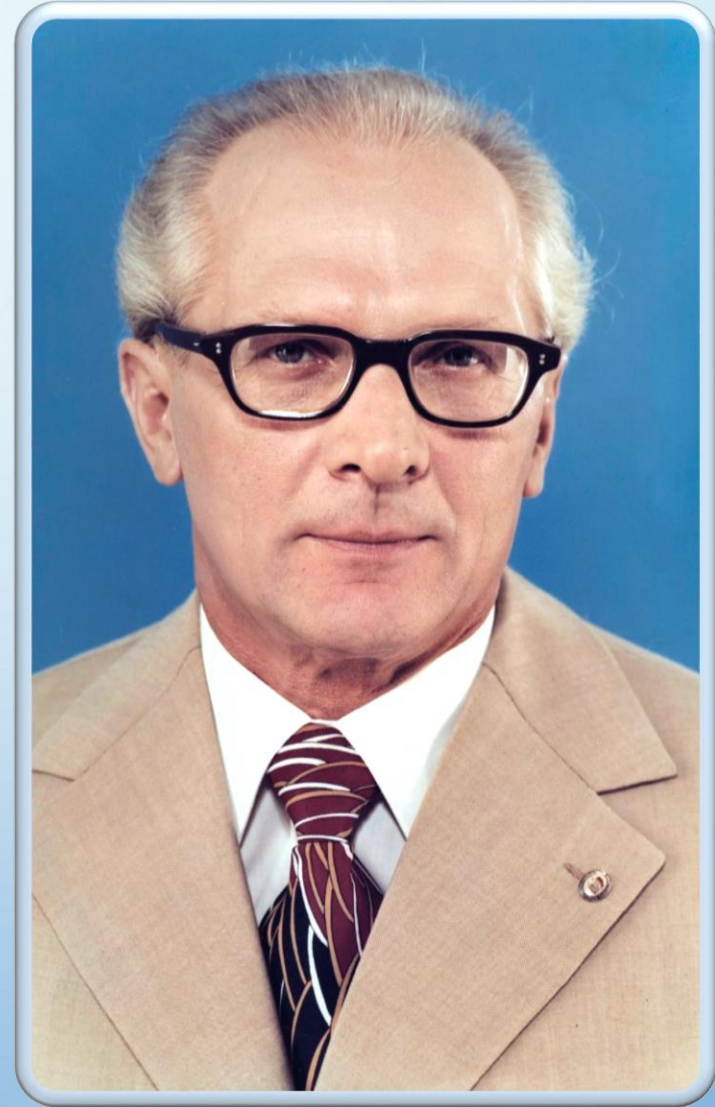
LET THE ENEMY RUN INTO A TRAP

PUT THE ENEMY IN A SITUATION WHERE EVERY FURTHER ACTION  
WILL PUT HIM IN MORE TROUBLE.



## 26. CRITICIZE THE EMPEROR, BUT POINT TO THE MINISTERS.

CRITICIZING SUPERIORS INDIRECTLY BY COMPLAINING ABOUT  
OTHER PEOPLE ON THE SAME ISSUE



## 27. PLAY DUMB WHILE REMAINING SMART

ACTING CRAZY OR STUPID USUALLY LEADS TO NOT BEING TAKEN SERIOUSLY BY OTHERS AND ALSO NOT BEING ATTACKED.

THIS ALLOWS YOU TO GAIN TIME TO ADVANCE YOUR OWN PLANS AND GAIN STRENGTH.



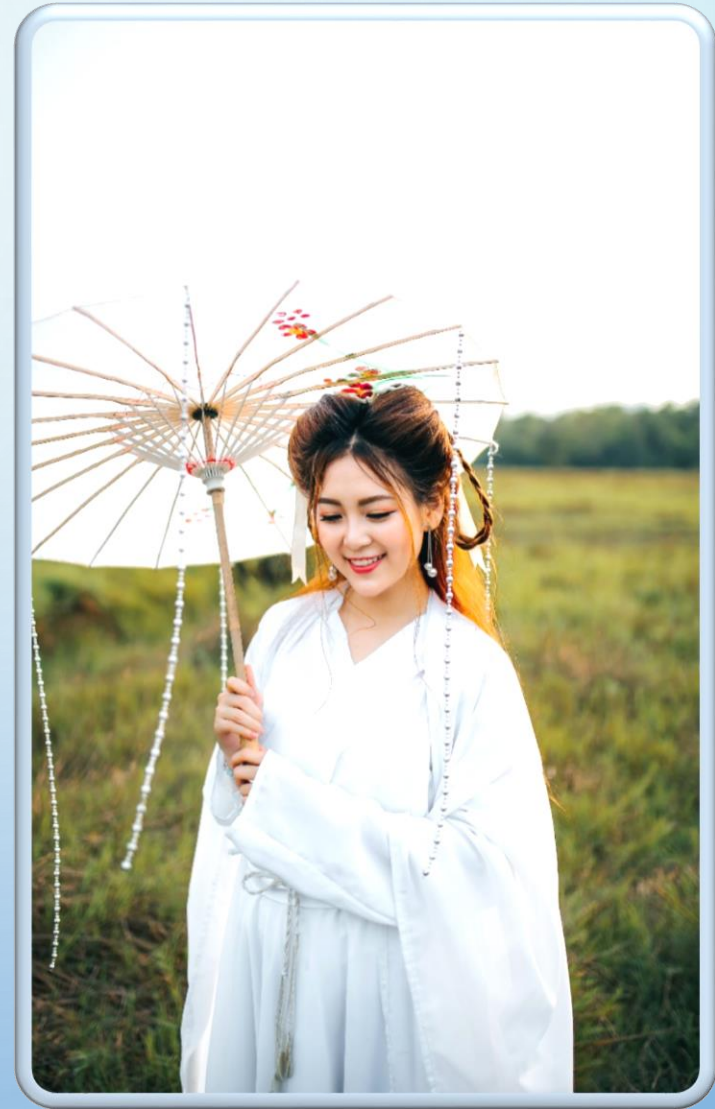
# 30 MAKE THE HOST AND THE GUEST EXCHANGE PLACES

CHANGING FROM BEING THE HUNTER TO BEING THE HUNTED



# 31 USE A WOMAN TO ENSNARE A MAN

THIS IS NOT COMPLIANT BUT WORKS ESPECIALLY IN A MALE  
DOMINATED INDUSTRY



## 36. IF NOTHING ELSE HELPS: RUN AWAY!

### **RUNNING AWAY DOES NOT MEAN FLEEING**

WHEN DEFEAT BECOMES APPARENT, IT IS USUALLY BETTER TO  
RETREAT INSTEAD OF FIGHTING TO THE DEATH



# BE LIKE WATER MY FRIEND!

BRUCE LEE



- FLEXIBLE
- SUPPLE
- CALM
- POWERFUL
- HARD
- SOFT

LIKE WATER





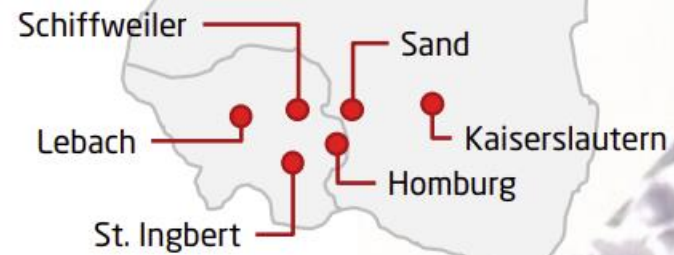


中國武術

## China-Kampfkunst e.V.

**Östliches Denken für westliche Köpfe**

An 6 Standorten in der  
Westpfalz und dem  
Saarland



> [www.china-kampfkunst.de](http://www.china-kampfkunst.de)

