Shadowmatch®

INDUSTRY PARADIGM REPORT

Name: Example Industry Paradigm Report **Date: 2026-01-15**

BACKGROUND

The way people enable, build and develop a business is a function of their knowledge, philosophy and industry enabling paradigm. People with a strong automation industry enabling paradigm push towards automation and systematized capabilities. Business leaders with a strong people enabling paradigm recruit competent people to do the work. Those entrepreneurs/business leaders with a hybrid between people doing the work and systems doing the work normally end up building a business where people hold decision-making authority and systems are used to make high volume work easier to handle. This Industry Paradigm Mapping questionnaire and short report works with the four industrial revolutions as industry design paradigms. The principle is very easy to understand. You build, design and engage a business according to the way you think and the way you prefer a business should function.

YOUR INDUSTRY PARADIGM PREFERENCE

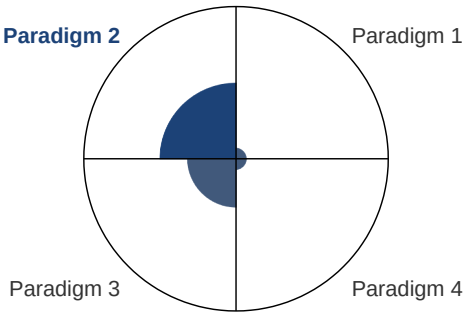
Your results indicate that you have a preference towards Industry Paradigm 2.

Paradigm 2

Industry 2 Paradigm refers to an approach where people use electricity and mechanical machines to enable mass production of goods. People are in control and machines are used to produce goods faster, in higher volumes and for much cheaper than people can.

Paradigm 1

Industry 1 Paradigm refers to an approach that wants people to be in charge of machinery and the machinery must do what people are not able to do physically. In other words, people must take command.



Paradigm 3

Computers dominated the third industrial revolution. This is a paradigm that uses computers to do work people used to do. Communication, software and automation are used to make things faster and more accurate. Communication and the Internet made it possible to connect globally. People control the systems and software.

Paradigm 4

Smart systems do what people can't do. Systems take command, using artificial intelligence they determine and decide how and when things must happen. People do what systems tell them to do and the authority of smart systems supersedes the authority of people. People start working for systems.

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Industry 2 Paradigm

This is the paradigm of distance bridging communication (radio and telephone); the availability of electricity as a source of energy and centralized mass production. Large factories where electrical power is available for manufacturing have been built by people with an Industry 2 Paradigm for business. It was the era of the telephone and the radio. The Second Industrial Revolution Paradigm for business is that of centralized mass production, machine-based production and the use of radio, telephone and television for communication. Advertising, mass printing, radio and television advertising, as well as telephone sales and customer service functions, are all related to a Second Industrial Revolution Paradigm. It still prevails in many industries and many business leaders still focus on some of these paradigms to build their companies. The foundation of this approach is rooted in the fact that machinery and power enable humans in mass production, mass marketing, printing, and mass transport of products. Long-distance communication and energy distribution for increased production are the underlying enabling capabilities that made this industrial revolution possible.

As a business manager, CEO or entrepreneur, your preference is to use modern technology as a people support function to make things easier and to produce much more in terms of volume with less employees. You will also tend to employ technology only if it really makes sense and if people can't do the work. You will only deploy advanced systems in operations where it is standard practice to make use of technology. But, it seems like a stretch for you to work progressively towards automation, artificial intelligent systems and aggressively replacing people with systems and robotics. This is a good approach for industries that are still working with people as the anchor operational enablers and critical process control agents. Be careful though, this paradigm will be replaced by the Fourth Industrial Revolution way of building a business. The way you think about systems and business will not be able to compete against businesses that are enabled with Fourth Industrial Revolution capabilities. There is however space for Industry 2 companies to be successful, but certain conditions must be present to secure an Industry 2 business to be a sustainable enterprise.

Conclusion

This report wants to help you to better understand what your preferred paradigm is in the world of business, the development of new technologies, and how the Fourth Industrial Revolution changes our way of work and life in general. Use it as a personal information document that is unique to your way of thinking. It carries critical information about the preferred industrial paradigms that work best for you. Keep in mind that there is no good or bad. There is always space for diversity and it is necessary for all of us to understand our future world a little bit better. We trust that this report has contributed to this.

Something Interesting

The question many people ask is: what is a paradigm and how do we develop a specific paradigm? The answer to this question is very complex. Let's start with an outline of what a paradigm is. It is a framework that shapes the way we understand and engage the world we live in. It is always specific to a certain component of our world. For instance: people have a paradigm about children. Or about family, politics and so on. True to the Shadowmatch perspective on human behavior, a paradigm is a complex combination of our habits and other cognitive components. Our research indicates that a paradigm is a behavioral structure made up of the habits of the individual as the basic building blocks. When a specific paradigm of the individual manifests in behaviors, the underlying building blocks are habits. Sometimes a paradigm never manifests in behaviors, then it is just a philosophy that lies passively in the thinking of the individual. It is important to note that the habits that form the structure of a paradigm are influenced by our knowledge, skills, certain beliefs we have about life, and our history of experiences. Many of these are just complex extensions of more underlying habits. Shadowmatch fully agrees with Confucius when he said: "All people are the same; only their habits differ."