

02 | FRAMING SIGNALS

TIPS AND INSTRUCTIONS

CIPHER

The CIPHER* acronym describes six indicators for trends, the aim of using them is to uncover hidden patterns and to understand what does a trend or a driver really mean, does it have any connection with other trends? Or does it indicate a radical change that might happen? Each of the categories is described in the template.

- 01 Give yourself sometime to read and interpret the clusters made in the Horizon Scanning exercise.
- 02 Read the description in the template clearly and make sure you and your team members are standing on the same ground.
- 03 From the clusters you've created, segment the gathered trends, concepts, drivers in the CIPHER template.

- 04 Focus on events and drivers that are impacting the future of the investigated topic in each category.
- 05 Give yourself sometime to discuss and share concepts and ideas in the brainstorming sessions.

CIPHER ANALYSIS

CONTRADICTIONS	INFLECTIONS	PRACTICES	HACKS	EXTREMES	RARITIES
Examples that demonstrate opposing or incongruous forces at play simultaneously	Occurrences that mark a major turning point or establish a new paradigm	Emerging behaviors that are becoming more pronounced or gaining in popularity	Inventive, unintended uses for tools, technologies and systems	Instances of technologies, functions or concepts being pushed to new limits that might change the nature of their use	Highly unlikely or unexpected events and phenomena.

TIP

In each section, have another layer of order in terms of urgency, priority or relevance.. This would make it easier to narrow down your focus in the next stages

(*) CIPHER is developed by FTI “Futures Today Institute”- Open-source Foresight Tools