
Introduction

Welcome to the first edition of the *Handbook of Intuition Research*. This is by no means an all-encompassing volume on the topic. Rather, it showcases new developments in this field of inquiry, contrasting streams of research embedded in various disciplines. It presents different, often conflicting views on what intuition is and how it works. The handbook offers a glimpse into what is currently happening in the field with the aim of cross-pollinating our knowledge so that intuition research can consolidate and progress to the next, truly multi-disciplinary level. The chapters are meticulously researched and provocative, which will hopefully stimulate our thinking about 'what next'. The views of some authors are not compatible, but it is important to present them in a single volume in order to grasp fully the breadth and depth of intuition research. This is in accordance with consensus reached at the first Intuition Caucus at the Academy of Management meeting in 2009: we need to 'respectfully disagree' in order to expand our understanding beyond the confines of individual disciplines.

The diversity of the presented research will help us appreciate the danger of new theory being developed on conclusions from conceptually incongruous findings. This not only questions rigorousness but, more importantly, it affects the validity of the proposed inferences. That may be why there is a proliferation of theoretical papers, followed by a relative paucity of empirical research, especially that carried out by researchers other than the originators of a particular theory. A collateral of this is the silence about non-significant results that many authors self-censor or deem unimportant to report and, if they dare to do so, they may not find an outlet to publish them. Hence we remain uninformed because these are often the findings that move the field forward as they stimulate our thinking and inform the formulation of future research design. This is not specific to intuition research. Nevertheless, it is particularly damaging in an emerging discipline that is still forming its boundaries. That is why this handbook also includes reports of inconclusive results that point to conceptual or methodological issues to be addressed in subsequent studies. Another unhelpful factor is the overemphasis on quantitative research that may not always be suitable for the study of such a non-conscious phenomenon as intuition and pushes us into a very narrow paradigm, evaluating intuition mostly through the lens of psychology. This has been

partially remedied by the emergence of neuroscience research, mapping parts of the brain. However, caution has to be exercised when attributing the 'lit-up' regions of the brain categorically to intuition or its specific functions. Overall, more qualitative studies with inclusion of other disciplines and their investigative methods, such as phenomenology, sociology or quantum physics, should be *integrated* into intuition research, not held in separate compartments.

Sadly, a truly multi-disciplinary perspective on intuition is still lacking. That is why this volume opens with a chapter proposing an overarching framework for intuition research, inviting those active in the field to fill in the blanks and corroborate the outlined differentiations. The ensuing chapters in Part I explore different facets of the intuiting process and its outcome, examining the type of processing, the role of consciousness and affect, and alternative ways of capturing intuition. Part 2 deals with various functions of intuition and how they relate to expertise, strategy, entrepreneurship, and ethics. The chapters in Part 3 outline intuitive decision making in selected practices, such as critical occupations, the legal profession, medicine, the film and wine industries, and teaching. They also examine conceptual issues encountered in the studied context, which have far-reaching implications for other areas of intuition research. Part 4 pushes the boundaries of our current understanding by suggesting the possibility of nonlocal intuition, based on the principles of quantum holography. Finally, the chapters in Part 5 investigate from different perspectives how to develop our intuitive skills and capture fleeting intuitions more effectively.

The learning that can be drawn from this volume is that intuition may be viewed differently if we understand it in its broadest sense as 'direct knowing', which offers an opportunity to reconcile conflicting views by focusing on their *relationships* instead of their differences. This opens a possibility for a new breed of interdisciplinary collaboration projects. The theoretical focus of many chapters in this handbook also highlights the need for more empirical studies that would test the proposed conceptualizations and develop streams of research validating the models in different settings. Another area of concern is the heavy emphasis on decision making while the role of intuition in problem solving and creativity seems to receive less attention, especially in the business and management context. Similarly, more methodological studies are welcome in future volumes, fueling a systematic development of new ways to investigate this fascinating yet elusive phenomenon. And last but not least, there seems to be a lack of cross-cultural research that would examine whether intuition is indeed a universal phenomenon and how its use varies across cultures and professional domains. Overall, this handbook gives us an opportunity

to reflect how much intuition research has advanced in the past twenty or so years, and where we should channel our effort next. Let the chapters speak for themselves.

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