

Types of contour lines in geography

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Lines. Lines. Everywhere are lines. We discussed the uptrend line in the Dow last week. Needless to say it finally broke on Friday. If you use just lines on the chart - not necessarily how I view the market, since I prefer indicators to lines - you can see the bottom of support now shows up around 34,000. Yet no one looks at the Dow as you know. They watch the S&P 500. And the S&P 500 has a line as well. The Dow's line goes back to February (so it's longer in duration than the S&P 500) while the S&P's goes back to May. The S&P 500 has five touches on its line, which means it's a good line, too. You can see that after Friday's decline, it is now closing in on the lower line. The upper line has been a good guide for us since the spring when it comes to pullbacks, so there is no reason to think the lower line shouldn't be good support either even though my guess is the lower line will show up on every screen out there by Monday, if not before. In other words, it is quite obvious, and I prefer when we break a line everyone watches because that creates a better shakeout. If we look at the indicators instead of the lines, it's a different picture. My own Overbought/Oversold Oscillator is not oversold. I can't make it get oversold either as the math behind it says it won't be oversold until later this week. Notice that it is still hovering just over the zero line for both the NYSE and Nasdaq. If you prefer a different visual on the oversold condition, then let's use the 'what if' for the McClellan Summation Index. Here we see what it will take to turn the Summation Index from the current down to back up. Currently, it requires a net differential of +1,400 advancers minus decliners on the NYSE. At +2,000, it steps a toe into oversold territory. So here too, it says some more downside would get it to an oversold condition. So we have a market that is getting close to support but not quite oversold yet. The good news is that the number of stocks making new lows is not expanding. Recall most of the summer my complaints were how new lows refused to contract. That is not the case now because last week they sold their beloved mega cap tech stocks, not the stuff that has been down and out. The other good news? My Saturday Twitter Poll showed 59% looking for more downside for the S&P and 41% looking for upside. In the last 16 months that I have been running this poll, each time the spread was that wide the S&P saw an up week. Twice it began the week on the downside though. That would be my preferred scenario (some more down first) because I'd like to get those indicators oversold. Will the market accommodate me? A contour is a line which defines a form or edge. Essentially, it is the drawing of an outline of an object. It's very likely that you've been drawing contour lines all along because it is the simplest form of art. In the most basic form, an outline drawing is also called a pure contour. This is one of the first ways that we learn how to draw. By using contour alone and forgetting about shading and tonal values, we learn to recognize the pure and simple form of an object. Contour drawing is the place where most beginners start because it is the most obvious. When you think of drawing an apple, you will automatically begin by following the visible edges of the shape. This outline, or contour, describes the outermost edges of a form and so, you can quickly draw an apple. Contour lines can also be used to depict dramatic changes of the plane within the form. In our apple example, you might add a little curve that indicates the indentation where the stem forms. This is also a contour line. Contour drawing does not have to be that simplistic, however. It is used in a variety of styles of drawing to great effect. Cartoonists and illustrators use contour drawing all the time and these are the best examples of contour in action. Their drawings are actually quite simple and lack the shading or details found in realist drawing. You can use line weight in contour drawing to make one element jump out from the paper or another to sink into the background. Contour lines can also be used to indicate reflections, a change in depth, or simply define shadows and highlights. 'Blind contour drawing' is done without looking at the paper. It sounds a bit absurd at first, but this is an excellent way to improve your hand-eye coordination. Rather than overthinking the line, an exercise in blind contour forces you to trust your hand and learn how to truly observe your subject. This can become a useful skill when drawing from life in the field. For instance, you might be sketching animals at the zoo and, instead of constantly looking at your paper, you can watch the animals and really observe their movements. There will always be an opportunity to perfect a drawing or work off your base sketch to create a 'real' drawing. Artists also use cross contours to suggest form. Cross contour lines are a bit like topography in a drawing; they highlight the dimensionality of the subject. You will notice simple cross contours in many of the more realistic comic books. These lines can also be expressive or come in the form of hatching to indicate shade and tone. Contour lines are also used in map making, though their purpose and appearance are entirely different from that of visual art. On maps, contours track across a surface to link points of the same height, such as you see on a topographical map. This type of cartographic contour has more in common with an artist's cross contours. Whether a specific company focuses on profits, sales, customer satisfaction or any other measurement, everyone in every organization faces some bottom-line measurement they have to make, either individually, as groups or departments. No matter the measure, every organization has its own type of result that matters most in various parts of that organization. While this may seem obvious, it is still easy to be distracted by the crisis of the moment throwing even the most stable manager off course. Tough management requires that every person determine precisely what results matter most to him or her at the time and create the proper focus to achieve those results. Every action should have consequences that produce results. Results can be a moving target. The results that matter most today may not be the same as those that matter tomorrow. It is up to the individual to self-monitor the result-of-the-day, though it can be difficult to even determine what matters most when conflicting signals come from executives or managers. The key is to do more work up front, before the results are expected. Too many people end up scrambling at the last minute, seemingly incessantly, on every project or task. As a result, managers often end up working in serial fashion, since all they can do is handle the deadline of the moment. This is a losing proposition, since as tasks increase, managers hit the ceiling in terms of potential hours to work. To keep track of what matters most at any given time takes an extraordinary amount of focus. If not properly done, this can lead to a lack of true productivity or, at the very least, the personal sense of getting nothing done. Just because a memo from above demands some immediate action, it doesn't mean the manager should change gears and leave unfinished business on the table. Yes, the directive has to be dealt with, but the context of what the manager was already working on cannot be lost. Otherwise, all the time and resource spent will have been wasted and, in effect, become an unrecoverable cost of business with no offsetting upside. Even though everyone is juggling more balls in business these days, it doesn't mean more can be added to the mix without negative repercussions. For executives and managers to succeed takes more focus on the part of the individual, which is easier said than done. After the ability to communicate well, the most sought after skill for businesspeople today is the ability to stay focused. In fact, more than three-quarters of senior executives and managers say staying focused is the most important skill for the future. (Communicating well is viewed by the overwhelming majority of managers as the number one skill). However, with so many distractions in the business environment, it can be difficult to retain that focus. With the majority of business people working 10 or more hours a day, and internal and external needs frequently changing, it is challenging to keep an eye on what matters most. Though you may have a great capacity and capability to focus, if superiors keep changing priorities, the focus could be wasted on what instantly became the wrong things. The amount of focus determines what stays at the top of managers' lists and what gets done. However, it is very easy to end up juggling items on the list, as priorities seem to change, whether based on individual judgments or external forces. Changing priorities with the resultant shifts in focus can cause chaos in an organization. Many top executives will say that the top priorities remain relatively constant, but this is not true at the day-to-day level of many managers. Because everything is relative to everything else, priorities very naturally shift. It may be because of market conditions, required end-of-quarter results or even personnel issues, such as a colleague calling in sick or leaving. No matter the cause, a person can end up in a different hot seat on any given day or week. However, a larger issue of staying focused at work is the amount of information flow that everyone is barraged with on a daily basis. Voicemail, e-mail, cell phones, instant messages, the Net and 24-hour news television can make whatever is happening at the moment look like the most important issue, causing a shift in priorities, leading to a change in focus. It is so easy today to have a crisis created by e-mail or voice mail when an executive or manager too quickly panics when a competitor moves or there's a change in sales. Working Smarter and Harder Just because you're working smarter doesn't mean that hard work is not involved. However, by combining working smarter with working harder, the results can be more predictable and better with time left over. The key is to work smart and hard all the time that you are working, with total focus on doing only those things that pertain to the desired result. People tend to equate working more hours with working harder, which is not necessarily the case. By working more hours, hourly efficiency tends to decrease and it becomes easier to lose sight of activities that best produce the desired results. "It's so easy to let yourself get distracted," says Phil Merdinger, Principal and Worldwide Partner in Business Development at Mercer, the operational and strategic human resource consulting firm. Merdinger's role is to focus on client development, essentially, finding ways to bring new business into the firm. "Over the past several years, it's been more difficult to balance the focus on results with reality," says Merdinger. "You focus on what looked like reasonable results but then ended up being not realistic. This increases the level of frustration and anxiety. Nobody anticipated what happened to the economy. We're working harder with less resource, because of adjusting staff size downward, so we're trying to do more with less. Combine that with the fact that when the economy slows down, you start to watch the bank account. That makes it more difficult to produce revenue." When market conditions are tight and managers are pressed to make the numbers, the concept of working smarter and harder can easily be forgotten. This can result not only in lost focus on ultimate goals, but also misdirection to areas that are detrimental. Focusing on results is not necessarily something that is needed just for a few minutes or hours, but rather something that has to be practiced throughout the day and week. Be Realistic About Results Tough management requires business leaders to be more realistic in the results they demand from those who work for them. It's no secret that many organizations have become more results oriented in recent years. The economy, market conditions, increased competition, price pressures, globalization and more selective customers all have forced businesses to watch the bottom line more closely. Everyone is doing more with less, while even more is being expected by unforgiving shareholders and top management. As a result, the overwhelming majority of senior executives and managers see the top management at their organizations as either extremely or somewhat demanding. And the larger the company, the more demanding is top management. Leaders must demand results. But that's not the issue. Top management is not always realistic about the level of results demanded and how well those results can be delivered by those below. In fact, almost 80 percent of executives and managers do not see the results expected as extremely realistic for them to deliver. In companies with more than 10,000 employees, it's almost 90 percent. Top executives have a right to be highly demanding from those who are paid to deliver results. The problem comes in setting proper expectations, based on the real capability of delivering. Tough management requires positive answers to two questions: Do the original demands remain consistent? Are those who are expected to deliver properly equipped? For tough management, it is important for top executives to stay highly demanding in requiring results, while making sure that managers are provided constant feedback on how to deliver those results. When more managers face what they consider to be more realistic demands, better (or at least more predictable) numbers will be delivered. Excerpted from Tough Management: The 7 Ways to Make Tough Decisions Easier, Deliver the Numbers, and Grow Business in Good Times and Bad (McGraw-Hill, 2005). Copyright 2005 by Chuck Martin.

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