Strategic Thinking

Course Summary

Description

Strategic Thinking can be defined as the way people in an organization think about, view, assess and create the future for themselves, their team, and the organization. More than simply reacting to day-to-day or long-term problems and opportunities, it is concerned with creating the future. Strategic thinking is not the same as critical or analytical thinking, although it can benefit from these approaches during the process. It usually requires changing our present paradigms or ways of thinking, relating and performing.

Learn in this workshop how to take charge of the future by being proactive: by defining the results you want to create for your organization or your clients and stakeholders.

Objectives
At the end of this course, students will be able to:

- Prepare to think strategically
- Use specific processes and skills to enable productive and successful future thinking
- Ask a series of check-listed questions
- Focus creative ideas using new versions of analyzing and synthesizing tools
- Develop plans to realize with practical goals and procedures

Topics

- Introduction
- Strategic Thinking
- Creating our Future
- Related strategic processes
- Five Essential Skills for Strategic Thinking

- Tools and techniques
- Strategic Planning
- Communication Skills
- More on Strategic Negotiating
- Implementing Strategic Thinking

Audience

This course is designed for anyone who wants to develop their ability to proactively create and achieve a vision for the future.

Prerequisites

There are no prerequisites required for this course.

Duration

Two days

Strategic Thinking

Course Outline

I. Introduction
- A. What is the difference between strategy and tactics?
- B. Insight, forecasting and foresight
- C. What is the difference between strategic thinking and strategic planning?
- D. Getting ready: planning to think

II. Strategic Thinking
- A. What is strategic thinking?
- B. What kinds of thinking do I use now?
- C. What are the options to thinking strategically?
- D. The aims of the strategic thinker
- E. Preparatory strategic questions to ask

III. Creating our Future
- A. Putting our restraining beliefs in their place
- B. Balancing left and right brain activity
- C. Six-flag thinking: which flag do we salute?
- D. Thinking big and beautiful

IV. Related strategic processes
- A. Sensitivity analysis (the total effect if one variable changes marginally)
- B. Contingency planning (What if we don't…)
- C. Scenario Planning (Range of detailed options, scenes occurring all at once)
- D. Consequence orientation

V. Five Essential Skills for Strategic Thinking
- A. Problem-solving
- B. Decision-making
- C. Negotiating
- D. Influencing and persuading
- E. Conflict resolution

VI. Tools and techniques
- A. Guidelines for brainstorming
- B. Gap Analysis Plus
- C. Pre-defining Success: Logic framework
- D. Opportunity Costing
- E. SWOT
- F. The Wisconsin model
- G. Setting priorities
- H. Information analysis

VII. Strategic Planning
- A. Visions and values
- B. Developing our mission (4 essential elements)
- C. Capability analysis
- D. Setting measurable objectives
- E. Costing and pricing
- F. Potential problem analysis

VIII. Communication Skills
- A. Asking the right questions
- B. Active listening
- C. Refocusing skills
- D. Calming skills (avoiding emotional decisions and conflict)
- E. Making assertive positional statements
- F. Using positive language
- G. Persuading others of the soundness of our strategy
- H. Basic presenting skills

IX. More on Strategic Negotiating
- A. Basic structure in preparing to negotiate
- B. Red, Blue and Purple negotiating styles
- C. Categories of negotiable Issues
- D. Negotiation strategies and tactics

X. Implementing Strategic Thinking
- A. Project development (five stages)
- B. Motivating work teams
- C. Managing change and managing changes
- D. Tracking tools
- E. Future Planning Checklist
- F. Practicum: Putting it all together