Strategic Thinking®
by Interaction Associates

SKILLS FOR MAKING SOUND BUSINESS DECISIONS

Do you have a foundation for effective decision making?

The success of today’s business enterprise depends, in part, on the leaders’ willingness and ability to look at complex and often conflicting data, analyzing that information from the perspective of different stakeholders, and drawing sound conclusions. Without this competence, leaders are liable to make faulty decisions that lead to unintended consequences and poor business outcomes. Processes become bogged down, teams and individuals are less effective, and business relationships suffer. The result: a negative impact to the bottom line.

In creating Strategic Thinking®, Interaction Associates applied decades of experience in consulting to leadership teams, facilitating group problem-solving and coaching leaders at strategic moments. This single- or multi-day workshop equips participants with the tools for thinking clearly and skills for thinking strategically in a group setting.

The workshop covers four major strategic thinking areas: seeing, connecting, focusing, and testing --- along with a variety of skills and tools to help participants develop these cognitive skill areas. Developing any one of those areas can dramatically increase the effectiveness of individual and team decision making.

Participants in the workshop emerge with (1) a toolkit that helps them “see the forest and the trees” and (2) the ability to cycle through key issues with others more quickly and confidently.

WHY CHOOSE STRATEGIC THINKING?

Developed by Experts. When you select a mission-critical development workshop, you want the superior knowledge, leadership, and resources that experts can provide. Strategic Thinking was designed by a world-class organization in learning design and delivery, with forty years of experience.

Highly effective content. Interaction Associate’s programs are widely acclaimed by graduates, program managers, and organization managers who sponsor them. Great care has been taken to ensure that content of Strategic Thinking® is applicable across cultures, organizational levels, and industries. The workshop introduces a robust, coherent, and simple set of models and tools that are easy to apply in almost any analytical or decision-making situation.
The skills developed in this workshop can help your managers to:

- Prevent losses to the bottom line,
- Improve work processes,
- Increase the percentage of team projects completed on time and within budget,
- Make decisions that “stick,” thus preventing costly rework,
- React more quickly and confidently to changes in the business environment

**WHO SHOULD ATTEND**

Anyone who must make complex, high-impact decisions in the organization will benefit from this workshop. Participants may include:

- Managers, directors, high-potentials, and senior leaders
- Group, team, and project leaders
- Individual contributors operating in an ambiguous or complex environment

**LEARNING OBJECTIVES**

In Strategic Thinking, participants learn:

- What is strategic thinking and why is it important?
- What are some of my own strategic thinking strengths and short-comings?
- What are some key strategic thinking skills?
- When can I use them and how?
- How does one go about thinking strategically with others?

**HOW PARTICIPANTS LEARN**

Over one or two days, participants apply insights and skills to both case and real life situations. 50% of class time is dedicated to practice and feedback. With an average student-to-trainer ratio of 10 to 1, each participant receives personal attention.