

# American Management Association's Strategic Thinking

## *Learning Objectives*

- Leverage New Skills to Support Your Strategic Thinking Every Day
- Apply a Process to Envision Your Organization's Desired Future
- Recognize the Influences Within and Outside Your Organization That Could Support or Derail Your Future Goals
- Identify the Changes Necessary to Reach Your Future Goals
- Expand the Number of Perspectives That Influence Your Moves Forward
- Create a Plan for Building Skills and Testing Your Ideas

## *Context of Strategic Thinking*

- Define Strategic Thinking and Recognize How It Can Be Used in Your Day-to-Day Work
- Compare and Contrast Strategic Thinking to Analytical Thinking, Critical Thinking, and Inductive and Deductive Reasoning
- Identify the Characteristics of Strategic Thinkers

## *Strategic Thinking Process and Skills*

- Explain a Model for Strategic Thinking in Day-to-Day Activities and Work Applications
- List Skills and Tools That Can Be Used to Support Strategic Thinking

## *Assess the Current State*

- Identify the Influences and Relationships at Different Levels of an Organization That Can Impact a Strategy
- Recognize and Identify Patterns of Interaction and Development That Are Likely to Influence the Effectiveness of a Strategy
- Incorporate Multiple Perspectives on a Possible Strategy, and Assess Different Influences on the Potential Success

## *Envision a Desired Future State*

- Envision a Desired Future State
- Recognize and Use Thinking Skills That Support Imagining New Ways of Relating to the Market and Customers

### ***Build Your Path on Paper***

- Identify and Sequence the Multiple Steps to Move from the Current State of the Issue/Opportunity to the Desired Future State
- Anticipate the Reactions/Responses of Others in the Larger Systems Impacting Your Situation
- Identify and Conduct Experiments and Tests That Point Your Way Forward

### ***Implement Your Strategic Knowledge and Skills***

- Assess What You Gained from Applying Strategic Thinking Tools to Your Project
- Anticipate Pitfalls You May Encounter as a Strategic Thinker
- Create an Action Plan for Development of Strategic Thinking Skills