

Strategic Thinking in Action

Advanced Business Acumen Workshop and Certification Program

Today's imperative for mid to senior-level leaders is to navigate complexity, anticipate challenges before they become crises, and create strategies that thrive in dynamic environments. Leaders are expected to think beyond immediate problems, recognize patterns others miss, and make decisions that build sustainable competitive advantage. That's challenging when most people have never been taught how to think strategically.

This workshop is for managers and emerging leaders (regardless of function) who need to shift their perspectives from reactive problem-solvers to proactive strategic thinkers. It's designed for people who want to elevate their impact by developing the cognitive foundation that amplifies every other business capability they possess.

BENEFITS

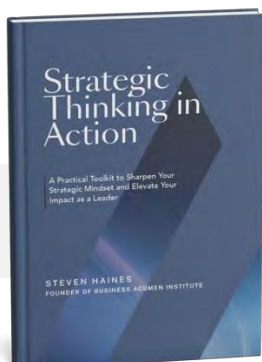
- Developing five strategic thinking habits that separate high-impact leaders from tactical managers
- Linking systems thinking to strategic thinking to see connection points that others miss
- Encouraging mindset shifts that transform uncertainty from threat to competitive intelligence
- Recognizing problems that are elusive to others and addressing root causes instead of symptoms
- Building business and data intelligence to contribute to an organization's market success
- Integrating AI as a pattern amplifier while maintaining human judgment
- Becoming eligible for the Business Acumen Institute Strategic Thinking certification exam



Business Acumen Canvas



Strategic Thinking Mental Architecture



This workshop is based on the book, *Strategic Thinking in Action* by Steven Haines

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WORKSHOP INTRODUCTION

- Positioning strategic thinking within the Business Acumen Canvas and the Strategic Thinking Mental Architecture
- Understanding how strategic thinking amplifies your business acumen

FUNDAMENTALS OF STRATEGIC THINKING

- Outlining elements of strategic thinking
- Comparing strategic thinking to critical thinking and systems thinking
- Contrasting strategic thinking (continuous) and planning (periodic)
- Showing how the strategic thinking mental architecture operate and interoperate as clusters of competence

5 HABITS TO BUILD STRATEGIC THINKING MUSCLE

- Defining habits that build strategic thinkers
- Asking better questions (become the diagnostician)
- Recognizing patterns and trends
- Zooming in and zooming out to adjust perspectives
- Adopting a learning mindset
- Thinking across time horizons

USING SYSTEMS THINKING LENSES

- Seeing invisible threads between departments (connection lens)
- Understanding and using feedback loops (feedback lens)
- Showing the impact of cause and effect (time lens)
- Uncovering hidden beliefs that drive behavior (assumption lens)
- Finding small changes with big impacts (leverage lens)

EXPANDING YOUR STRATEGIC THINKING MINDSET

- Mastering three critical mindset shifts:
 - From "I know" to "I'm learning"
 - From "Best practice" to "best for the situation"
 - From "Control outcomes" to "influence conditions"
- Developing contextual intelligence

PROBLEM DISCOVERY and PROBLEM SOLVING

- Outlining key aspects of "step zero"
 - Decoding the signal to noise challenge in problem recognition
 - Assessing urgency vs. importance
 - Mapping patterns for problem identification
- Analyzing situations using facts and data
- Dealing with uncertainty
- Conducting root cause analysis
- Using a decision matrix to select the best option

INFLUENCING STRATEGY AND OUTCOMES

- Transforming the template mindset to generating strategic insights during strategic planning
- Conducting a strategic baseline assessment
- Using metrics to assess performance
- Deploying the SWOT model in a unique way
- Working backwards – beginning with the end in mind
- Portfolio thinking across time horizons

PRE-COURSE PREPARATION

1. Read through the book Strategic Thinking in Action
2. Take the self-assessment

DELIVERY OPTIONS: This program is available as a one-day in-person workshop, as a live virtual course, or an online, self-paced class. It can easily be customized, expanded (2 days) or consolidated (half/day). We are also available to speak on the topic of strategic thinking at company events.

BUSINESS ACUMEN INSTITUTE is a globally positioned company focusing on business training for emerging leaders and managers. Our clients operate across many verticals, including manufacturing, financial and business services, transportation, energy, etc. Our portfolio of diagnostics, basic, and advanced training programs are designed to achieve success in business management and leadership.

BAI's sister company, SEQUENT LEARNING provides product management training and advisory support for complex global companies.

OUR WORKSHOPS

- Business Acumen Essentials
- Business Acumen for IT and Project Managers
- Business Case Applied Learning Program
- Business Strategy Applied Learning Program
- Fundamentals of Product Management and Marketing

OUR DIAGNOSTIC PROGRAMS

- Business Acumen Competency Assessment
- Emerging Strategic Leadership Assessment

All BAI workshops can be customized to reflect your company's business model, processes, professional functions, and learning goals.