

RESOURCE SPEAKER TOPIC OUTLINE **BEYOND STRATEGY**

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Now that we're organised, what do we do next?

Innovative Future Thinking

PLANNING IS ONLY SUCCESSFUL IF YOU KEEP AT IT

Strategic business planning and implementation are tools that are necessary for everyone within their business and everyday lives. Unfortunately, what often occurs is that a planning session is undertaken and some implementation steps are followed, but then the program degenerates into only following what you've done. Even if you are regularly reviewing your business strategy and implementation program, the Future Think only occurs typically once a year and concentrates on the usual strategic planning steps.

Beyond Strategy focuses on the risk areas, scenario planning and business dynamics moving into the future at a level above standard strategic business planning. This is a topic that should be embraced annually by companies that have already implemented quality strategic business planning and implementation programs.

This session typically requires two and a half to three days of engagement by the Board and executive team.

With a heavy focus on risk avoidance, the session's objective is to continually look for new and innovative ways of changing your business to stay abreast of, or even possibly progress ahead of, the rapidly increasing rate of change occurring in our business and personal lives in the early 21st century.

The workshop, which runs for three and a half hours, is designed to provide participants with the key elements of the **Beyond Strategy** methodology. Some pre-work is required, so the practical advantage is taken during the time in the workshop and participants leave with action plans covering a number of the areas of the **Beyond Strategy** methodology.

THE KEY STEPS

Participant Engagement

Workshop participants will partake in a series of individual and team member engagement exercises. These are designed for members to get to know each other on a deeper level.

Team Building

This incorporates a review of the core values of the organisation, a trust building exercise and a PEEVES exercise, designed to build open communication and trust.

Growth

Participants present the key elements of their current business plan with a focus on risk issues. These are captured for further discussion.

Risk Management

Risk issues highlighted under the "Growth" step are addressed using the 4W (Who, What, When, Where) process and decisions made on avoidance action and risk management.

Scenario Planning – Blue Sky (within Core Competencies)

In this section, there is a market focus – both vertical and horizontal – generating ideas on how the core competencies can be extended within existing markets and into new markets.

Inspirational Leadership

Participants engage in a leadership program designed to give them new communication tools and to engender trust.

4W Challenge

All actions and items generated during the workshop are listed on the 4W Sheet (Who, What, When, Where). Firm commitments are made to dates with the understanding that action will be taken with agreed consequences if people do not adhere to their promises, or at worst, communicate very clearly any reasons for delays with new promises committed.

PRE-WORK COMMITMENT

Participants are asked to complete the following pre-work prior the **Beyond Strategy** session:

1. Update their existing strategic business plans
2. Complete a risk analysis based upon their current strategic business plans and implementation programs
3. Generate a list of the organisation's core competencies, i.e. the skills in which they have considerable competitive strength and expertise

Participants can use any recognised strategic planning and implementation program as this topic is independent of their current methodology. It is preferable if participants have engaged in a One Page Business Plan (1BPB[®]) process, but this is not essential.