

Effective Strategic Leadership® Strategic Development Schedule

“Don't tell people how to do things, tell them what to do and let them surprise you with their results.” George S. Patton

Schedule of Sessions

Pre-conference Goal setting

one-on-one session

Kick off meeting

Including Planning Tool training

LESSON ONE: THE POWER OF STRATEGIC LEADERSHIP

- ✓ The Need for Organizational Strategy
- ✓ Developing an Effective Strategy
- ✓ The Purpose of Organizational Strategy
- ✓ Obstacles to Strategic Success
- ✓ Your Role in Organizational Strategy
- ✍ Application and Action
- ✍ Plan of Action
- Organizational Climate Questionnaire
- Organizational Climate Recap
- Clarifying Values
- Values Analysis
- Shared Organizational Values
- Statement of Team/Organizational Values
- Principles by Which We Lead

LESSON TWO: STRATEGIC PURPOSE: WHY WE EXIST

- ✓ The Essence of Strategic Leadership
- ✓ Effective Strategy for Today
- ✓ Achieving Outstanding Performance
- ✓ What is Strategic Assessment?
- ✓ Identifying Goals
- ✍ Application and Action
- ✍ Plan of Action
- External Organizational Threats

- Top Three External Organizational Threats
- External Organizational Opportunities
- Top Three External Organizational Opportunities
- Internal Organizational Weaknesses
- Top Three Internal Organizational Weaknesses
- Internal Organizational Strengths
- Top Three Internal Organizational Strengths
- Customer Service Assessment
- Customer Service Summary
- Core Competencies

LESSON THREE: STRATEGIC ASSESSMENT: WHERE WE STAND NOW

- ✓ The Essence of Strategic Leadership
- ✓ Effective Strategy for Today
- ✓ Achieving Outstanding Performance
- ✓ What is Strategic Assessment?
- ✓ Identifying Goals
- ✗ Application and Action
- ✗ *Plan of Action*
- External Organizational Threats
- Top Three External Organizational Threats
- External Organizational Opportunities
- Top Three External Organizational Opportunities
- Internal Organizational Weaknesses
- Top Three Internal Organizational Weaknesses
- Internal Organizational Strengths
- Top Three Internal Organizational Strengths
- Customer Service Assessment
- Customer Service Summary
- Core Competencies

LESSON FOUR: STRATEGIC DEVELOPMENT: WHERE WE WANT TO GO

- ✓ Developing Strategic Goals
- ✓ The Total Strategy Map
- ✓ Building Your Organization
- ✓ Impact of Goals on Behavior
- ✗ Application and Action
- ✗ *Plan of Action*
- Growth Dream List
- Priority of Growth Goals
- Innovation Dream List
- Priority of Innovation Goals
- Productivity Dream List
- Priority of Productivity Goals
- Re-engineering Dream List

- Priority of Re-engineering Goals

LESSON FIVE: STRATEGIC EXECUTION: MAKING STRATEGY HAPPEN

Cascading Strategy through the Organization

What Do Your People Need?

Building a Management System

Achieving Ownership of Goals

The Purpose of Measurement

Who Keeps Score?

Review and Update

- ✍ Application and Action

- ✍ *Plan of Action*

Critical Success Factors

Key Performance Indicators

Total Strategy Map

Strategy Assessment

Growth Strategy

Master List of Growth Goals

Strategic Goal Alignment

Growth Plan

Productivity Strategy

Master List of Productivity Goals

Strategic Goal Alignment

Productivity Plan

Innovation Strategy

Master List Innovation Goals

Strategic Goal Alignment

Innovation Plan

Re-engineering Strategy

Master List of Re-engineering Goals

Strategic Goal Alignment

Re-engineering Plan

People Strategy

People Development Goals

Strategic Goal Alignment

People Development Plan

Scorekeeping

Performance Review Meeting

Strategy Review Meetings



Strategy Review
Financial Review
1-31 Day Tracking
Daily Check Sheet
Goal Tracking Summary Sheet

Review and Participants Graduation