



The Institute for Management Studies, 201 West Liberty Street, Suite 100, Reno NV 89501

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|----------|--|--------------|--------------------------|
| SUBJECT | STRATEGIC AND CRITICAL THINKING: CORE COMPETENCIES FOR MANAGERS | | |
| FACULTY | MR. BILL WELTER | | |
| LOCATION | Charing Cross Hotel The Strand, London WC2N 5HX 0870 333 9105 | DATE | Tuesday, August 11, 2009 |
| | | REGISTRATION | 8:30 AM |
| | | SESSION | 9:00 AM - 4:00 PM |

TIME TOPICS

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|------------|---|
| 25% | Understanding the four futures of your organization <ul style="list-style-type: none"> • Seeing your known future • Assessing your either-or future • Dealing with your hazy future • Detecting early signs of a "bolt from the blue." |
| 15% | Applying the Sense-Response cycle to your job <ul style="list-style-type: none"> • Sensing sooner • Making sense faster • Deciding in real-time • Acting without waste |
| 30% | Making sense of strategy: applying the seven components of critical thinking to your strategy |
| 15% | Using the power of questions <ul style="list-style-type: none"> • The five questions of good strategic thinking • 12 questions to assess your strategy-in-action |
| 15% | Unintended consequences: all solutions bring new problems |

SEMINAR DESCRIPTION

A critical job of any manager is to prepare the organization for the problems and opportunities of tomorrow. If tomorrow's problems and opportunities were merely an extension of today's, then the job would be easy; but they are clearly not. More than ever, our ability to think, and to think well, is needed for future success. Critical Thinking describes the mental process of determining what to believe and what to do about our beliefs. Strategic Thinking applies this process to the future of the organization. This "minds on" workshop enhances the ability of the participants to think strategically by taking them through the seven components of a comprehensive process and providing tools and techniques to accomplish each of the components while considering their organization's multiple futures.

FOR RESERVATIONS

Mike Matthews
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FACULTY



MR. BILL WELTER is the Managing Director of Adaptive Strategies, Inc., a firm specializing in business education and consulting. He is author of *The Prepared Mind of a Leader* published by Jossey-Bass in 2005. He has over 35 years of varied military, business, consulting and teaching experience. He has worked in various operating and management positions for Stewart Warner, Uarco, Ernst & Whinney, Sealed Air Corporation, Austin Consulting, Ernst & Young, DePaul University and Strategic Management Group. Mr. Welter was an Adjunct Lecturer, Kellstadt Graduate School of Business, DePaul University for five years. His consulting experiences range from leading the design of a gear manufacturing operation for a major aerospace company to the facilitation of a global manufacturing strategy for a large pharmaceutical company to helping decision makers in a global restaurant business plot their future. Mr. Welter has an undergraduate degree in socio-technical engineering and a masters degree in business administration.

GUIDE TO PARTICIPANT SELECTION

SENIOR EXECUTIVE
(Pres, Exec & Sr. VP)

EXECUTIVE
(VP & General Mgr)

SENIOR MANAGER
(Div. & Reg. Mgrs)

MIDDLE MANAGER
& SUPERINTENDENTS

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| Admin | Distrib | Engr | Finc | H.R. | Legal | Mkng | IT | Ops | Plng | Pchsg | R&D | Sales | |

APPLICABILITY

"1" indicates primary target audience

"2" indicates a good fit if the level of material is appropriate

"3" indicates (in the opinion of the Institute and faculty) limited applicability.

FOCUS

PRIMARY

EXECUTING/CONTROLLING/EVALUATING:

Decision Making, Direction, Results Analysis, Evaluation

SECONDARY

LEADERSHIP DEVELOPMENT:

Adaptability, Decisiveness, Developmental Perspective

TERTIARY

PLANNING/ORGANIZING:

Problem Identification, Analysis, Evaluating Alternative Solutions

LEVEL

Introductory Intermediate Advanced