

# Strategic Thinking and Decisions Framework

## Year One: Strategic Thinking

<p><b><u>Performance Indices:</u></b>  <i>Life-giving</i> contribution          For stakeholders 2</p>	<p><b><u>Corporate Direction:</u></b>          Our singularity of path at the intersection of our essence, global imperatives &amp; market universe of choice.          (produces non-displaceability &amp; future proof)</p>	<p><b><u>Pursuits:</u></b> We are clear regarding what we put resources against (and do not) transactions, transformations, transitions toward self-</p>
<p><b><u>Capacity:</u></b>  <b>3 types of Growth</b>          partnerships, building talent and capability, and capacity with acquisition &amp; mergers, divestitures</p>	<p><b><u>Portfolio Differentiation</u></b>          portfolio of business and offers for different buyer and channel nodes; our positioning of offerings and product systems</p>	<p><b><u>Premises:</u></b>          Evergreen processes for marketing &amp; pricing plans; development and evolving business model to build system value</p>

## Year Two: Leadership

<p><b><u>Stakeholder Development:</u></b>          capability to build system reciprocity, understand of effects on system</p>	<p><b><u>Integrate-ability</u></b>          Have strategy for integrating with current ventures and culture with proposed ones</p>	<p><b><u>Intention:</u></b>          Changes in our intention-BE. FE, OE targets and measures for progress &amp; achievement</p>
<p><b><u>Possibilities (in the flow)</u></b>          Understand levels of flow for possibilities and how to intercept: in terms of trends, and evolution</p>	<p><b><u>Competitor's strategy</u></b>          Have a means of reflecting on and engaging with competitor's strategy as we move in new directions in the universe, and their likely responses to our choices. Collaborations</p>	<p><b><u>Competitive Dynamics</u></b>          Outside and inside the industry: Have strategy for reflecting and engaging with dynamics effecting all competitors and maybe industries</p>

## Year Three: Operationalizing Strategy

<p><b><u>Spirit and Will</u></b>  A clear philosophy of leading and managing &amp; work design that enlivens spirit and evokes agency toward Strategy.</p>	<p><b><u>Work Design</u></b>  Structure work for regenerative practice including pay &amp; progression, hiring and all work systems and processes</p>	<p><b><u>Projects- existing projects and their appropriateness to support pursuits and strategic intentions.</u></b></p>
<p><b><u>Material:</u></b>  Have capability and plan to work from a value-adding process mindset rather than supply and value chain</p>	<p><b><u>Tangible factors:</u></b>  Resources, talent development   Essence characteristics of people, materials, systems are developed overly and strategically</p>	<p><b><u>Systems Development</u></b>  Financial, technology and distribution methodology that linked to universe and prox. env. Plan to redesign and managing systems evolution;</p>