

**PD676**  
**Strategic Thinking**

- Module 1 – Distinction between strategic and tactical thinking
  - The paradigm effect on idea creation and implementation
  - Paradigm shift and key questions
  - How to avoid solving the wrong problem precisely
  - The power of *group think* and how to identify it
- Module 2 – Identification of one's *thinking style*
  - How *thinking style* can effect one's approach to problems
  - Identification of one's own *thinking style*
  - Improve team effectiveness through implementation of diverse *thinking styles*
- Module 3 – Key skills of a strategic thinker: developing a toolbox
  - The Socratic Method
  - Rational-emotional decision making
  - Force field analysis
  - SWOT
  - Criteria based decision making
- Module 4 – Strategic Thinking as a management tool in facilitating change
  - Why change efforts fail and how to avoid failure
- Module 5 – Strategic Thinking as a critical skill in selling one's ideas
  - How to develop a powerful case to increase odds in selling your ideas
  - The difference between a decision-maker and a *specifier*
  - How to handle objections
- Module 6 – Cooperation vs. Competition and the nature of risk
  - Exercise and application
- Program evaluation and concluding ideas