

Strategic thinking

Definition

Derives department strategies from companies' visions.

Analyses and anticipates complex business situations, taking into account changing business environments, emerging technologies, market trends and competition.

Formulates the business strategy upon thorough evaluation of risks and challenges, turning threats into opportunities and adjusting/developing viable operating models.

#Strategy #Opportunity #Business

Mindset

WE NEED LESS OF THIS	WE NEED MORE OF THIS
"Strategic thinking is only reserved for members of the executive team, and I rely on them to make decisions on how we respond to changing strategic activities."	"I use the organization's business strategy and vision to inspire my team and help them to have purpose and understanding within their roles."
"The business strategy doesn't relate to me or my team, we meet regularly to discuss targets and it works that way".	"When responding to change I am flexible and provide my team with clarity of the strategic objectives so that we can identify risks and succeed."
"I have a pulse on market changes using my external network, I only need to reach out to my contacts, and they will keep me updated."	"To think more strategically, I analyse business strengths, weaknesses, threats and opportunities, available data, market trends, and internal and external customer feedback."

Strategic thinking

Behavior anchors

1. Emerging

- Understands and supports the organization's business strategy and direction.
- Aligns the team / department's strategy to the corporate vision and strategy.
- Remains informed of industry and market trends and considers the impact to the strategic direction.
- Regularly assesses the department's strengths and weaknesses through collecting available data and adapts strategy if required.

2. Evolving

- Sets the strategy derived from company's vision and direction and provides clarity to the team by breaking down their activities into aligned strategic goals.
- Formulates the strategy based on market insights, business trends, competition, business needs and with consideration to risks and opportunities.
- Actively seeks information from the team, peers and key stakeholders when setting the business strategy.
- Adjusts and communicates the strategy to respond to upcoming business changes

3. Influencing

- Analyzes and anticipates complex business situations, taking into account organizational needs, changing business and social environments, emerging technologies, market trends and competition.
- Develops short- and long-term strategy based on the above analysis and translates the strategy into business plans.
- Possesses a great awareness of the organization's performance against both financial and non-financial targets and focuses on both short-term and long-term strategic business goals while considering financial costs and benefits.
- Proactively identifies challenges or threats both internally and externally and turns them into strategic business opportunities.
- Develops new solutions or approaches that are consistent with the strategy and meet emerging business needs.

4. Transforming

- Maintains a broad strategic perspective and develops business strategy through a continuous evaluation of external and internal market risks and challenges.
- Leverages strategic tools and frameworks to enable accurate and detailed business analysis of changing market dynamics and translates into calculated business opportunities.
- Fosters collaboration in addressing threats to business performance and creates a coalition to address and guide the organization through change.
- Inspires others to challenge the status quo and propose new strategies to impact the business.

INSPIRE THE FUTURE

Strategic thinking

How it helps



Me

Being able to think strategically ensures I pivot quickly when there is change in the market dynamics.



My Team

By sharing the organization's strategy with my team, we think together of ways to meet the strategy and contribute to the company's success.



Konica Minolta

By proactively anticipating and analysing complex and uncertain business situations, we can make appropriate decisions on strategy to support the needs of different stakeholders.