

Leading Strategically; Thinking Globally

Pre-work Assignment for your WUI Day of Development

1. **Broadening your Strategic Lens:** To provide some perspective on strategic leadership and global shifts, review the article and video:
 - a) Leadership During Crisis
 - b) The future of leadership: anticipating 2030
2. **Understanding your Organization's Strategic Priorities / Assumptions:**

Interview 1-2 leaders in your organization, and note their answers to the following questions. Select leader(s) within your division who you believe are future-focused strategic thinkers. ASK:

 - a) What are the three top strategic priorities for our organization? What is our organization's strategy for growth?
 - b) What is the impact of the current global situation on our business?
 - How can we mitigate the impact?
 - What are the challenges and opportunities relative to people and business?

Note: Given business constraints, if you are unable to interview senior/strategic leaders, you can use your company's communicated strategic priorities and focus that may be available via company website or corporate communications.
3. **Creating YOUR Strategic Pitch:** This is the time for YOU to reinforce your "transformational shift" from managing to leading strategically by looking at the current business climate as an opportunity to add value, innovate, increase impact and provide real-time leadership. Once you have completed your Leader interviews and examined your company's strategic priorities, **your peer team will identify a strategic opportunity that you are willing to "pitch" to your leadership team focused around going beyond the contingency planning to proactive forward thinking and strategic leadership to add value for your stakeholder, teams, and / or organization.**
 - a) Use the *Making your Strategic Pitch* template to assist you in developing your idea. **See pg 2.**
 - b) Utilize your Mentors and your peers to help you think through how you can position your pitch. Pay as much attention to your delivery as you do your content. People are paying attention to how you show up and it matters.
 - c) Decide which team member would like to present her Strategic Pitch idea to an executive panel, to gain feedback and additional insights, at our virtual session.
 - d) Create and submit one PowerPoint slide that captures your selected idea (This is a three (3) minute Executive Summary!) Please submit your slide to your LEAD Administrator by the date requested. (Any team who has not submitted a slide will be responsible to present without it.)

Leading Strategically: Thinking Globally

Making your Strategic Pitch

Each team can nominate one member to present a Strategic Pitch that answers the question: “Given the current business climate, how can we go beyond the contingency planning to proactive **forward thinking and strategic leadership** to add value for our stakeholders, our teams, and/or our organization.”

The pitch should be based on an opportunity or challenge you uncovered in your interviews and by examining your current business challenges / opportunities. *It also should be something that would be within your span of control to influence / suggest!*

Note: While your selected pitch is for one specific organization, please do make sure that your mentors and peers are contributing input and ideas. This is definitely a time to role model **“Don’t Do It Alone!”**

Strategic Pitch Components

- Big Picture – *What is the specific Challenge or Opportunity? What is your Idea / Recommendation?*
- Benefits – *How will this add value to our stakeholders? Positively impact our business? Help the people?*
- Approach – *High level, what would it take to implement? (no more than a few key steps.)*
- Specific Request / Next Steps: *Bottom line – what do you need from the management team to proceed?*

Strategic Pitch DELIVERY:

- You will have 3 minutes to present your strategic pitch to the ‘Executive Leadership team’.
- You will only have ONE slide to make your case, so be creative in your format. Look to use more visual representation on your slide, with your spokesperson to cover the key points (vs. having all the words / details on your slide!). *NOTE – don’t forget to put your Peer Team # on your slide.*
- At the conclusion of each presentation, you will receive feedback relative to your strategic pitch **approach and delivery**. This feedback is to help ensure you are EACH ready to show up as strategic and influential leaders as you manage through uncertainty in this global challenge!