

## Executive Panel: QUESTIONS TO THINK ABOUT

- What 1-2 key strategies / advice can you share in terms of your approach to leading strategically, thinking globally?
- Looking for changes, trends, and shifts that potentially impact what your clients or stakeholders need / want, is one of the hallmarks of a great strategic thinker.

*What specific things should mid-level managers be doing to keep up with industry or technical trends?*

- Can you give us an example of what you have done differently, within this past year, to stay ahead of the competition?
- What would you advise any leader who needs to broaden their global business perspective?
- Strategic leaders pay attention to the key financial indicators that impact their industry and business.

*What key financial indicators do you pay attention to? What are the financial "hot buttons" every leader needs to know?*

- Is "strategic leadership" something that just happens at the top of organizations?

*What would you say is the most important thing a mid-level leader can do to demonstrate a "strategic" vs. tactical approach when looking for opportunities within their own departments?*

- How do you build support for a new strategy?

# Strategic Opportunity Pitch Feedback Form

Team / Case:	Strengths	Areas to Improve
<p><b>“Big Picture”</b></p> <ul style="list-style-type: none"> <li>➤ Clarity of Idea</li> <li>➤ Strategic vs. Tactical</li> <li>➤ Innovation / Global Thinking</li> </ul>		
<p><b>Benefits / Approach</b></p> <ul style="list-style-type: none"> <li>➤ Clear Value Proposition</li> <li>➤ Financial Acumen</li> <li>➤ Initial Implementation Plan</li> </ul>		
<p><b>Next Steps / Bottom line</b></p> <ul style="list-style-type: none"> <li>➤ Clear Ask to proceed</li> </ul>		
<p><b>Overall Impressions: Executive Presence / Positioning</b></p> <ul style="list-style-type: none"> <li>➤ How did the team “show up”?</li> </ul>		