

CEO & Executive Briefing Series

Upcoming Events

State-of-the-Art Best Practices

Strategic Thinking and Planning

Leading Enterprise-Wide Change

- San Diego - January
- Minneapolis - March
- Seattle - April

[Learn more!](#)

Interactive Workshops & Certifications

Results That Last A Lifetime

- Reinventing Strategic Planning™
- Leading Enterprise-Wide Change™
- Strategic and Systems Thinking

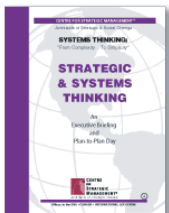
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• Architects of Strategic Change
 • A Haines Centre International Company

January Sales Focus

Strategic and Systems Thinking Executive Briefing Booklet



By Stephen Haines
 155 pp, 2004 Version
 Code: EBSTL

[Learn more!](#)

Insanity...
Doing the same thing
yet
expecting different results



COMMON MISTAKES IN STRATEGIC MANAGEMENT

Part one of two

The following is part one of our two part series on Strategic Management. Which of these mistakes are you or your company making? Use these questions and the answers you come up with to tailor your Strategic Planning process to your needs.

1. Failing to integrate planning at all levels
2. Keeping planning separate from day-to-day management
3. Conducting long-range forecasting only with extrapolations from the past
4. Having a scattershot approach to strategic planning and strategic change
5. Developing Vision, Mission, and Value statements as fluff with no goals/measures
6. Having yearly weekend retreats/near term thinking only
7. Failing to complete an effective implementation process/Yearly/Change Management cycle
8. Violating the 'people support what they help create' premise, especially with inadequate line management involvement
9. Conducting business as usual after strategic planning (SPOTS Syndrome) with a crisis of will - failure to step up and do what you know is right
10. Failing to make the 'tough choices' with suppression of differences of opinion

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Look for Part 2 in the next issue of Strategic Thinking Times

INTRODUCTORY ISSUE CD SALE

Strategic Change Topics:

- ▶ Haines Strategic Library
12 Volumes-Over 7,000 Pages
- ▶ Over 3,000 PowerPoint Slides
(Planning-People-Leadership-Change)
- ▶ Consultants Guide to Strategic Planning
- ▶ Involvement Process - State-of-the-Art
- ▶ Five Planning Templates - Easy to Use
- ▶ Eight Executive Briefing Booklets

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Limited Time Offer

FREE SHIPPING



• Specialists in Systems Resources
 • A Haines Centre International Company

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