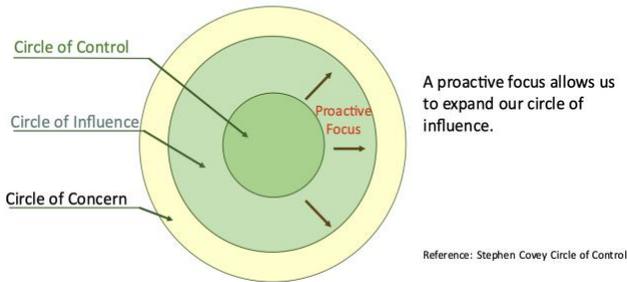


# The Leader's Edge: Preparing for The Future

**Facilitator: LEE C. MEYER – BUSINESS STRATEGIST**

## Tools To Help Your Organization Prepare for the Future

We Can't Control The Future,  
*But We Can Prepare For It.*



- How often do you consider areas outside of your circle of control?
- What impact do things in your circle of influence have on your business? What can you do to affect your circle of influence?
- What is in your circle of concern? How are these things impacting your organization?
- How can you expand your circle of control or circle of influence?

- Have you identified internal organizational strengths and external opportunities for your organization?
- What internal organizational weaknesses are evident?
- What actions have been taken to correct these weaknesses?
- Have you recognized external threats to your organization? Do you discuss these as they arise or limit discussion to annual strategic planning?

### SWOT



### Frameworks For Identifying Opportunities And Threats

PESTLE	Sustainability	Geographic Scope	Competitive Analysis
<ul style="list-style-type: none"> <li>• Political</li> <li>• Environmental</li> <li>• Social</li> <li>• Technological</li> <li>• Legal</li> <li>• Economic</li> </ul>	<ul style="list-style-type: none"> <li>• Environment</li> <li>• Social</li> <li>• Governance</li> <li>• Planet</li> <li>• People</li> <li>• Profit</li> <li>• 17 Sustainable Development Goals (SDGs)</li> </ul>	<ul style="list-style-type: none"> <li>• Local</li> <li>• State / Region / Prefecture</li> <li>• Country</li> <li>• Global</li> </ul>	<ul style="list-style-type: none"> <li>• Supplier power</li> <li>• Buyer power</li> <li>• Competitive rivalry</li> <li>• Threat of substitution</li> <li>• Threat of new entry</li> </ul>

- You can use various frameworks to support strategic planning. Using multiple frameworks helps you focus on different areas of opportunity and threats.
- Notice the similarities between PESTLE and Sustainability.
- Remember to turn your analysis into action.

## LEADERSHIP DEVELOPMENT SOLUTIONS - *Greene and Associates, Inc.*

[Click to schedule a complimentary consultation with Barbara A. F. Greene](#)

**Leader as Coach Certificate Program**

**Executive Coaching**

**Staff Development Workshops**

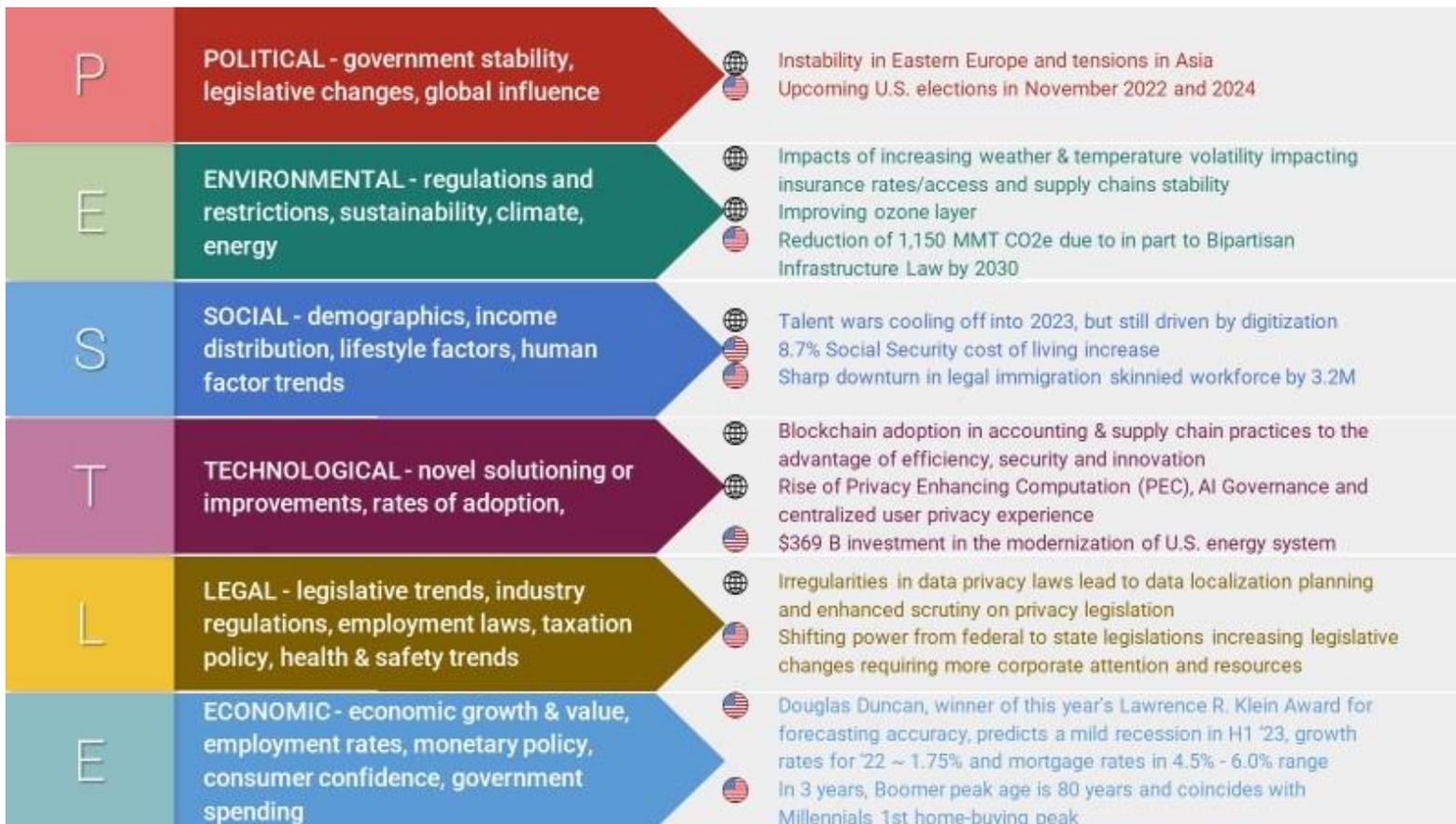
## Ask Us About ROCK YOUR COACHING STYLE

A powerful new coaching workshop which features:

- Researched assessment to identify individual coaching style
- Six powerful strategies for improving coaching outcomes.
- Practice flexing your coaching style to support individual coaching needs.

Call Barbara A. F. Greene 210.602-5969 for more information

### P E S T L E T o o l E x a m p l e



### Build Psychological Safety Through The Art of Consistency & Communication



### Reflection Exercise

1. What **aspects of strategic planning** have been helpful to your organization in the past?
2. What did you find **helpful from today's session** and where/when/with **whom would it be useful to discuss**?
3. Given the capabilities of your organization today and the relationships you want to enhance in the future... **what external opportunities and threats feel most relevant?**

*Greene and Associates, Inc.*  
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CONNECT. INSPIRE.

## R E S O U R C E S

SWOT [https://en.wikipedia.org/wiki/SWOT\\_analysis](https://en.wikipedia.org/wiki/SWOT_analysis)

PEST analysis was developed in 1967 by Aguilar as an environmental scanning framework.

[https://en.wikipedia.org/wiki/PEST\\_analysis](https://en.wikipedia.org/wiki/PEST_analysis)

An example of a generic 1-3 Year PESTLE at the global and national level.

[https://www.energy.gov/sites/default/files/2022-08/8.18%20InflationReductionAct\\_Factsheet\\_Final.pdf](https://www.energy.gov/sites/default/files/2022-08/8.18%20InflationReductionAct_Factsheet_Final.pdf)

Psychological Safety (Google study)

<https://rework.withgoogle.com/blog/five-keys-to-a-successful-google-team/>

Everything flows – Heraclitus

[Harold Fisk's map of the Mississippi River \(1944\)](#)

*Are Your People The Best They Can Be? You May Need The...*

### **LEADER AS COACH CERTIFICATE PROGRAM**

The Leader as Coach certificate program is a robust program designed to develop strong coaching skills for line and mid-level managers. The program begins with a coaching mindset assessment, which will help participants to understand their comfort zone in coaching and identify areas of improvement to focus on during the program. It will include three, four-hour virtual workshops to understand the focus of coaching and build skills in the foundational coaching areas. Each workshop will include multiple practice opportunities to anchor the skills learned in the session. The program will feature a fourth virtual workshop in which participants debrief a live coaching session that they have completed between the third and fourth session with one of their own direct reports. This program will require completion of the assessment, all workshops and all pre-session work in order to receive the coaching certificate.

At the end of this program participants will be able to:

- Explain the components of coaching
- Understand the difference between push and pull techniques
- Demonstrate coaching skills
- Flex their coaching style for different coachee needs.
- The program is limited to 20 participants and can be presented virtually.

#### **HIGHLIGHTS**

- Coaching Mindset Index will allow participants to determine their coaching style and identify areas of focus to improve coaching skills.
- Learning from the multiple four-hour sessions is anchored through real life coaching skills practice between sessions.
- Interactive sessions support strong skill development.
- Final coaching practice provides evaluation from facilitator and peers.

*For more information*

**Call Barbara A. F. Greene 210.602-5969**

**[Barbara.greene@greeneandassociates.com](mailto:Barbara.greene@greeneandassociates.com)**