15 Questions Strategic Thinkers Ask To Demonstrate Organizational Value

ARVis Institute
Turning Strategic Intentions Into Reality

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Strategic thinkers ask

questions that reveal their own propensity for and commitment to strategy.

Terina Allen, CEO, ARVis Institute & Forbes Columnist
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Strategic thinkers ask

1. What is my/our strategic vision, and what are the associated objectives and corresponding goals to realize it?

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Strategic thinkers ask

2. What is our organization's next turn in the road, and how will we ensure that we don't miss it?

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Strategic thinkers ask

3. What is our human capital strategy, and how does it align with organizational strategy – if at all?

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Strategic thinkers ask

4. Who are our primary internal and external stakeholders? What methods do we use to listen to them?

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Strategic thinkers ask

5. What most drives and influences my/our decision making? Why? How?

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Strategic thinkers ask

6. Which strategic analysis model do we apply (i.e., SWOT, value chain, resource-based view, other) to assess the internal and external environments? Why this particular one? Would something else work better? How?

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Strategic thinkers ask

7. What is our value proposition? What value do we create, and can a sustainable competitive or differentiated advantage be achieved? How?

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Strategic thinkers ask

8. Why should the other strategic partners do business with me/us? What is in it for them?

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Strategic thinkers ask

9. Doing more with less is a failing strategy. What does our department need to keep doing, start doing or stop doing to be more effective? Why? What must I/we do differently? How?

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Strategic thinkers ask

10. What permissions do we give those we lead to disagree with and challenge us?

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Strategic thinkers ask

11. Are we comfortable leading across and upwards? How do we demonstrate it in this organizational culture?

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Strategic thinkers ask

12. What are the accountabilities? Does the culture encourage 360-degree accountability? How?

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Strategic thinkers ask

13. When it comes to performance management, what are our common standards for behavior? Who defined these and why? Was team input involved?

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Strategic thinkers ask

14. What is our ROI for human capital? Consider the ROI for both a return on investment and return on intelligence. Do we need to modify our human capital strategy? Why? How?

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Strategic thinkers ask

15. What is the most powerful thing we can do tomorrow to build/execute/advance the organizational or operational strategy? Why? What do we need to access or leverage in order to do this? What are the obstacles?

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You can't ignore strategy

and be a strategic thinker. You can't disregard the importance of delivering value as a leader and be a strategic thinker.

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"3 Unmistakable Signs That You Are A Strategic Thinker"

Forbes.com

The full article is in Forbes.

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