

# Leading With Strategic Thinking

**How Effective Leaders Gain Insight, Drive Change, and Get Results**

**B. Keith Simerson, Ed.D.**

Co-author of *Leading With Strategic Thinking*

# Three Tenets of Strategic Leadership

1. Leadership without strategic thinking lacks focus; strategic thinking without leadership lacks impact.
2. Strategic leadership involves recognizing patterns, making credible decisions, and managing risks.
3. The Strategic Leader strives to influence others toward a chosen course of action and garners needed buy-in, commitment, and advocacy.

# Two Important Strategic Questions

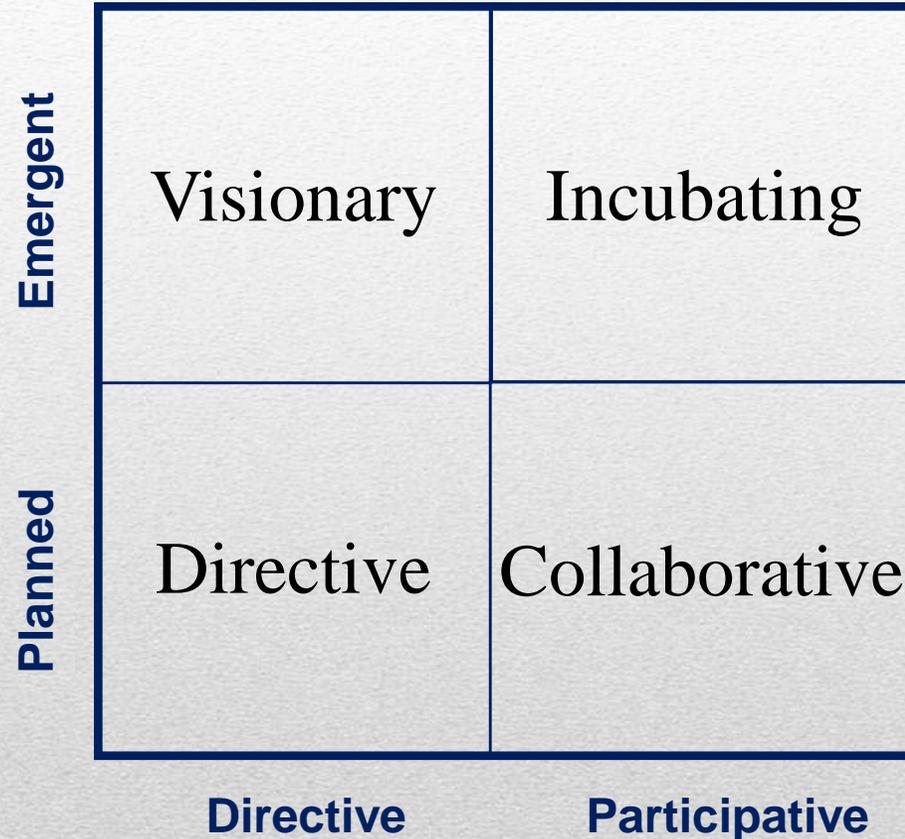
*Where will our strategy come from?*

Planned ————— Emergent

*How will we drive strategic change?*

Directive ————— Participative

# Four Strategic Leadership Types



How is your strategy determined?

Insight

How do you drive strategic change?

Execution

# How do we garner buy-in?

# Engaging Their Minds . . .

- Recognize the importance of their contribution.
- Stress the risks of their failing to succeed.
- Ensure needed knowledge exists and bolster it when necessary.
- Share *Lessons Learned* and *Best Practices*.
- React properly when mistakes occur.

# Winning the Hearts of Our Followers

- Align with their values and priorities.
- Allow them to contribute to a worthwhile cause.
- **Do the right thing for the right reason.**
- During moments of truth – do the right thing.
- Try things – learn from your and their mistakes.

# Leveraging Both Hands . . .

- Provide opportunities for them to apply their skills.
- Help them understand the inputs, mechanisms (tools), and mechanics (actions) of success.
- Recognize what will likely prove difficult and provide needed support.
- Work side-by-side to explore ways to bolster actions.
- Leverage JIT briefings, job aids, EPSS, etc.

# About Our Book

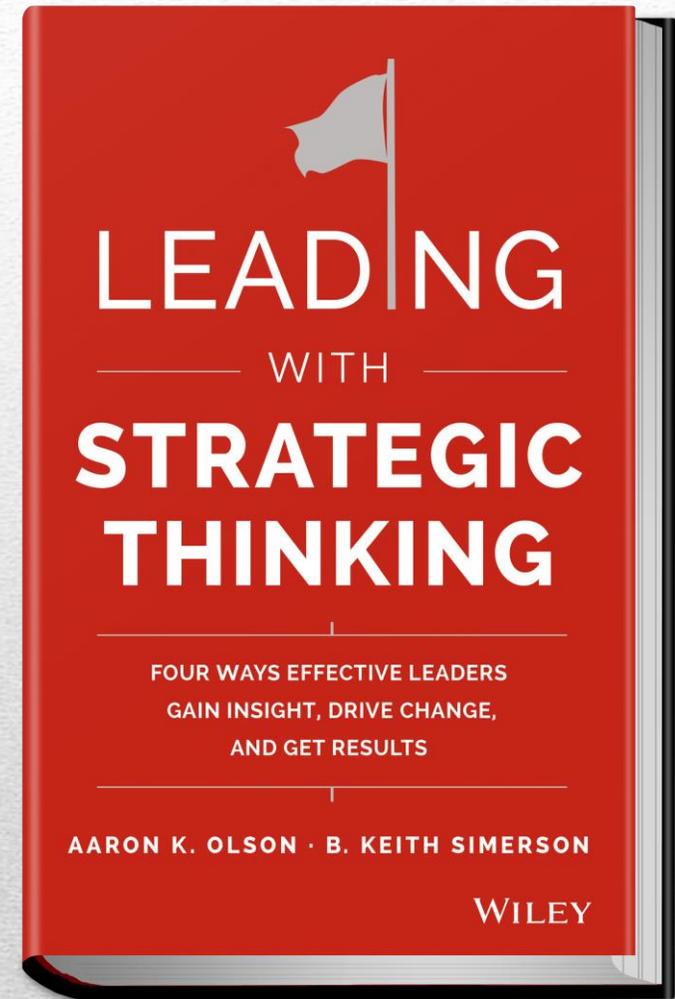
*What makes a leader particularly strategic?*

Our book—**Leading With Strategic Thinking**—examines what strategic leaders do differently.

Based on: a study of over three hundred leaders; two decades of advising executives at global organizations; more than six years of teaching graduate courses at Northwestern University.

Released 2015 by Wiley & Sons.

[www.leadingwithstrategicthinking.com](http://www.leadingwithstrategicthinking.com)



**B. Keith Simerson, Ed.D.**

**630-400-8694**

[bksimerson@sbcglobal.net](mailto:bksimerson@sbcglobal.net)

[bksimerson@tradewindsconsulting.com](mailto:bksimerson@tradewindsconsulting.com)

[b-simerson@northwestern.edu](mailto:b-simerson@northwestern.edu)

**For More Information, Contact...**

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