



70:20:10 MODEL STRATEGIC THINKING

WE'RE GOING BACK TO THE FUTURE

70%

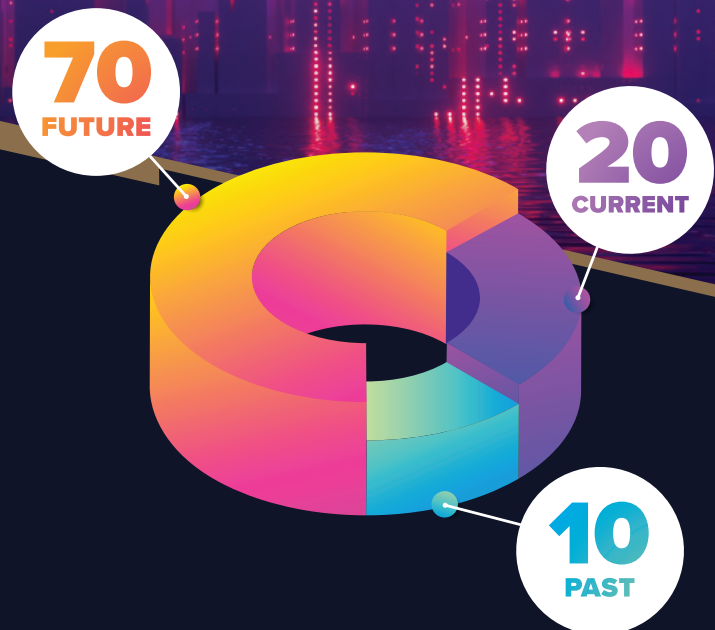
From executives, managers, team leaders and workers on the shop floor, thinking about the future offers us the greatest chance to grab opportunities. Vague daydreaming doesn't get us where we need to be though. Focus is required to prepare for upcoming milestones, to think about our strategic objectives, and to solve complex problems. Making time for this type of focus also allows us to make opportunities, not just be ready for them.

20%

If we are spending 70% of our time looking out for obstacles on the road ahead, 20% should be looking down at what's in front of us, and checking our surroundings, to make sure we're still on track. Issues need to be captured, prioritised, resolved and documented. Tasks need assigning, checklists need completing, invoices need to be raised, jobs need to get done. We must spend time here, but looking down at the lane markings for too long is always dangerous – and besides, we can't enjoy the view.

10%

Think of this as glancing in the rear-view mirror to see what's behind us. It's critical we understand our surroundings and make sure we're not going about to get rear-ended, but not something we can afford to spend all day on. This is where the lessons we've learned can be translated into ways to solve the problems ahead.



“The future belongs to those who prepare for it today.”
– Malcolm X

