

DAAG 2000 - Facilitation Session - Strategy

Question 1: Three Most Important things

- **Establish Common Language**
 - › Key to effective communication
- **Focus and Alignment**
 - › Broad Corporate Strategies
 - › World, Region, Country, Project
- **Involve Participants in Facilitation**
 - › Learning
 - › Exploiting Creativity
 - › Cultural Respect

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Question 2: Decision Analysis 10 years from Today



**Traditional DA will be facilitated through Internet -
means no more Frequent Flyer Miles.**

**Sorting Strategies on the basis of Value Creation - The
“new economy” mergers and rapid growth - Common
measures will be established.**

Alliances, Innovation, Technology??

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Question 3: Biggest Mistake

Never made a mistake!!!

Here are some we generally do not pay attention to although we know it can happen:



- **Being culturally insensitive**
- **Not reading body language - someone just rolled his chair away from the work table**

Dead Silence - quiet - Participants are staring at your face with no expressions