

inflexion point

Beyond commonsense



Strategic Acumen



Dr. Pavan Soni

Innovation Evangelist and Founder

Inflexion Point Consulting

pavan.soni@inflexionpoint.net

www.InflexionPoint.net

About Dr. Pavan Soni

- PhD from [IIM Bangalore](#) (Corporate Strategy & Policy)
- Former [Innovation Evangelist](#) at Wipro (6 years)
- Delivered Distinguished Lecture on Innovation Culture at [ISRO](#)
- Adjunct Faculty at [ISB Hyderabad](#), [IIM Lucknow](#), and [IIM Bangalore](#).
- Only Indian to be shortlisted for the [Financial Times and McKinsey Business Book of the Year Award- 2016](#)
- Bachelor of Engineering- [MBM Engineering College Jodhpur \(Branch Topper\)](#) and PGDIE- [NITIE Mumbai](#)
- Consulted with 20 of [Fortune 500](#) companies
- Columnist at [Entrepreneur India](#), [HT Mint](#), [Inc. 42](#), [Medium](#), [People Matters](#) and [YourStory](#)
- Five times [TEDx](#) speaker
- Coach at [NSRCEL of IIM Bangalore](#) and [Founder Institute](#)



www.PavanSoni.com



linkedin.com/in/pavansoni



www.inflexionpoint.net



[@Pavan_Soni](https://twitter.com/Pavan_Soni)

READING | WRITING | TEACHING | COACHING

Strategic Acumen



Developing a Big Picture Perspective



Setting short, mid and long range priorities



Rigorous internal and external analysis



From strategy to execution roadmap



Balancing strategy with day-to-day operations

Strategic Planning



Strategic Acumen (Session-1)

Theme	Topics covered	Duration	Methodology
On thinking strategically	<ol style="list-style-type: none">1. Why and what of strategy2. What strategy means at “your” level	0.5 hours	<ul style="list-style-type: none">• Lecture
Tenets of strategic acumen	<ol style="list-style-type: none">1. Not same as Strategic Planning2. Strategy follows Purpose3. Calls for a ‘Big Picture Thinking’4. Own the outcome, not the plan5. It’s about ‘Trade-offs’6. It’s about Thinking Slow	2.5 hours	<ul style="list-style-type: none">• Lecture• Videos• Case studies• Discussions
Project briefs	<ol style="list-style-type: none">1. Scoping of individual/ group projects2. Guidelines of evaluation	1 hours.	<ul style="list-style-type: none">• Hands-on exercises

Strategic Acumen (Session -2)

Theme	Topics covered	Duration	Methodology
External analysis	<ol style="list-style-type: none">1. Strategic intent2. PESTEL Disruptions3. 7 Forces at Play4. Strategy Canvas5. Scenario Planning	2.5 hours.	<ul style="list-style-type: none">• Hands-on exercises• Videos• Case studies
Team presentations	<ol style="list-style-type: none">1. 1:1 project discussions on group basis (15-20 min per group)	1.5 hours	<ul style="list-style-type: none">• Discussions

Strategic Acumen (Session-3)

Theme	Topics covered	Duration	Methodology
Internal analysis	<ol style="list-style-type: none">1. Competitive Positioning2. SWOT3. Core Competence4. Coherent activity map	1.5 hours	<ul style="list-style-type: none">• Hands-on exercises
Strategic priorities	<ol style="list-style-type: none">1. ERRC Grid2. Planning horizons3. Business Model Canvas	1 hour	<ul style="list-style-type: none">• Hands-on exercises
Team presentations	<ol style="list-style-type: none">1. 1:1 project discussions on group basis (15-20 min per group)	1.5 hours	<ul style="list-style-type: none">• Discussions

Strategic Acumen (Session-4)

Theme	Topics covered	Duration	Methodology
From strategy to execution plan	<ol style="list-style-type: none">1. 7-S framework2. Objectives and Key Results (OKRs)3. Business storytelling4. Stakeholder management	2 hours	<ul style="list-style-type: none">• Team presentations• Discussions
Final presentations and connection to Design Thinking	<ol style="list-style-type: none">1. Feedback on individual projects2. Summary of key takeaways3. Reflection time	2 hours	<ul style="list-style-type: none">• Discussions• Feedback

Logistics requirements

- Four sessions of four-hour each over one/ two weeks
- Max. 20 participants
- Individual or group projects to be taken up during the workshop
- Projects around firm's strategic priorities
- Follow-up mentoring on project progress
- Virtual sessions and mentoring

