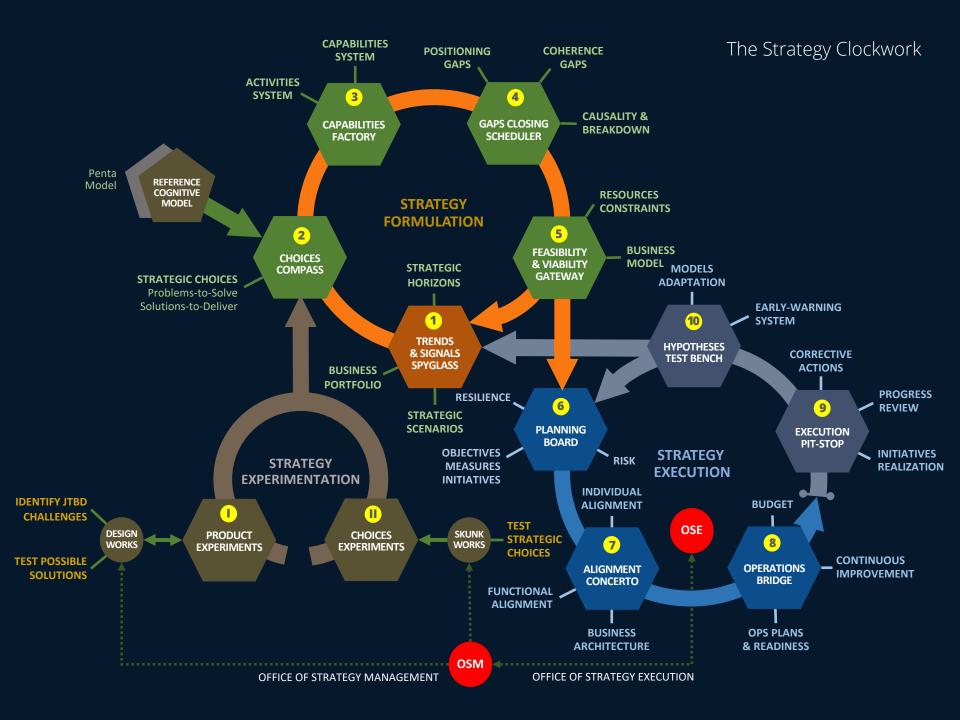
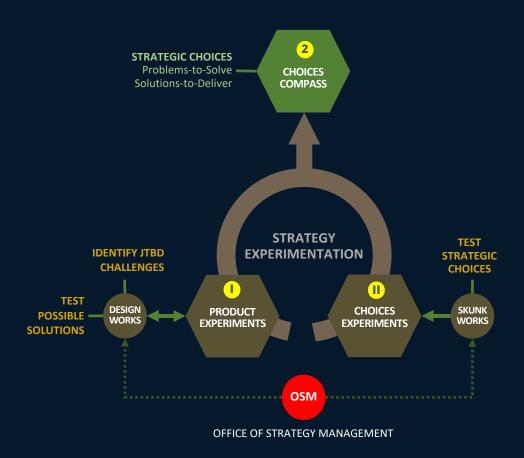
# The Strategy Clockwork



A management model connecting the dots of the key concepts, theories, and frameworks for managing the full cycle of the Strategy.



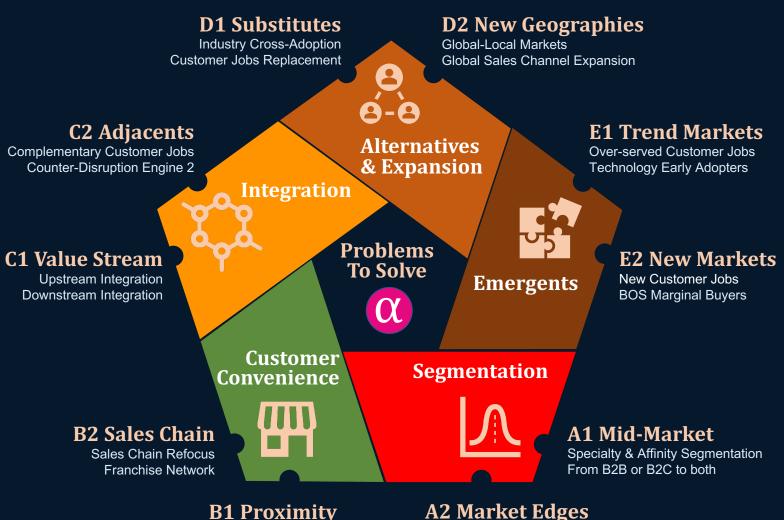
### Strategy Experimentation



→ The Strategic Choices

- → The Product Experiments
- → The Strategy Experimentation
- → The Choices Experiments

### Penta Model: Problems to Solve

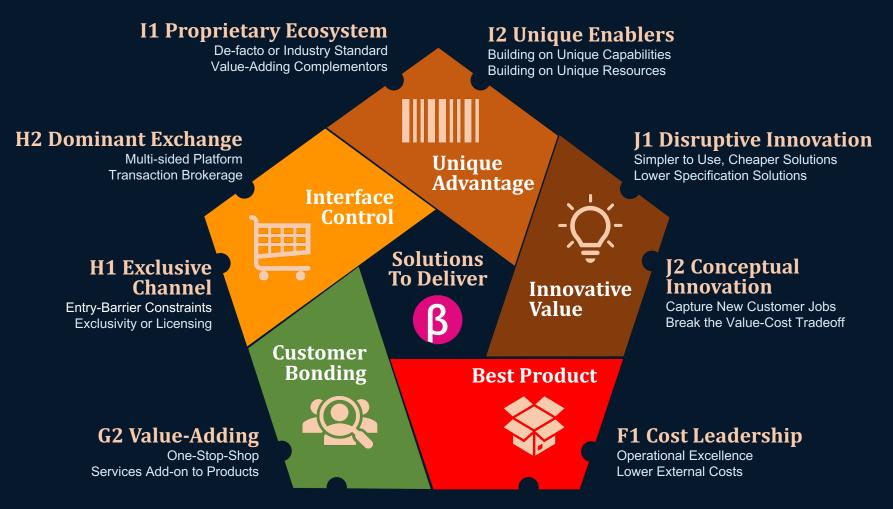


**B1 Proximity**Physical Proximity

Virtual Proximity

Vanity, Top-tier Market Commodity, Long-tail Market

### Penta Model: Solutions to Deliver



#### **G1** Customer Intimacy

Optimized Customer Experience
Advanced Customization

#### F2 Differentiation

Quality & Functionality Enhancement Sustaining Innovations

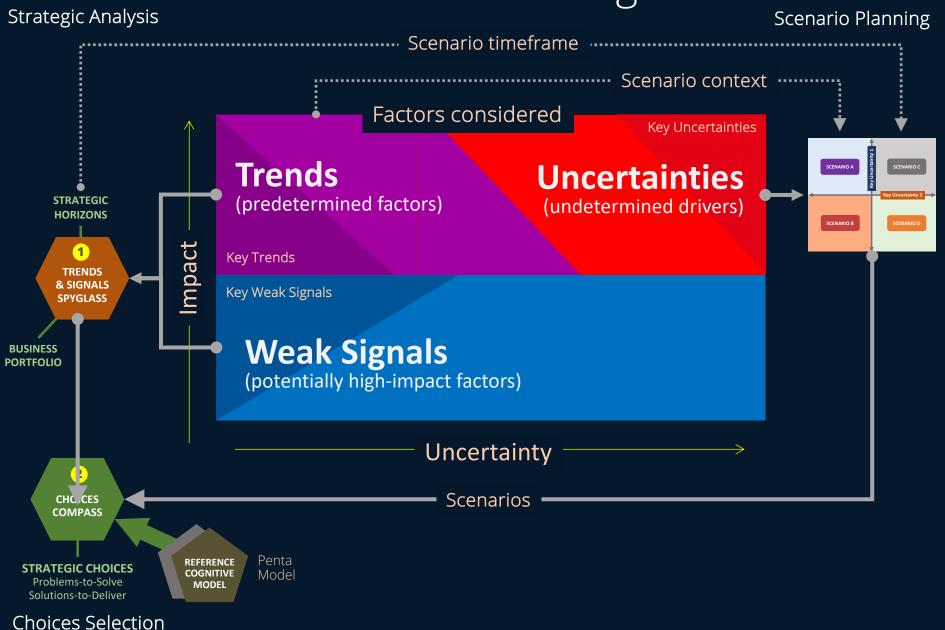
### Strategic Choices Selection



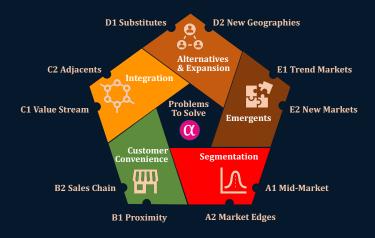
- → The OODA decision loop
- → Strategy cycle's "schwerpunkt"
- → The Penta Model

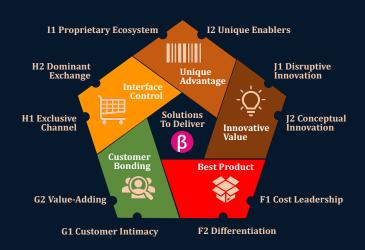
- → The Strategic Analysis
- → The Strategic Scenarios
- → The Strategic Horizons

### Scenario Planning



### Strategic Positioning







## Activities, Capabilities & Gaps



- → The Activities System
- → The Capabilities System
- → Causality relationships

- → The Positioning Gaps
- → The Coherence Gaps
- → Execution cycle breakdown

### Feasibility & Viability Validation



→ Feasibility Constraints

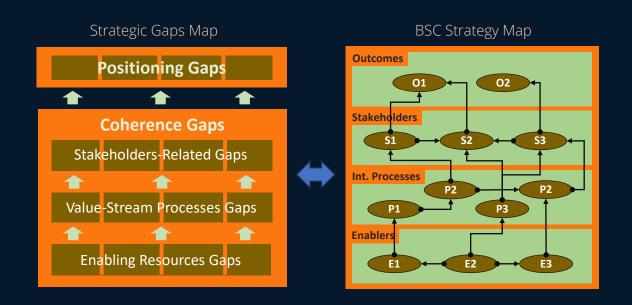
→ Resulting Business Model

→ Feasibility Validation

→ Viability Validation

#### Strategy Formulation

#### Strategy Execution



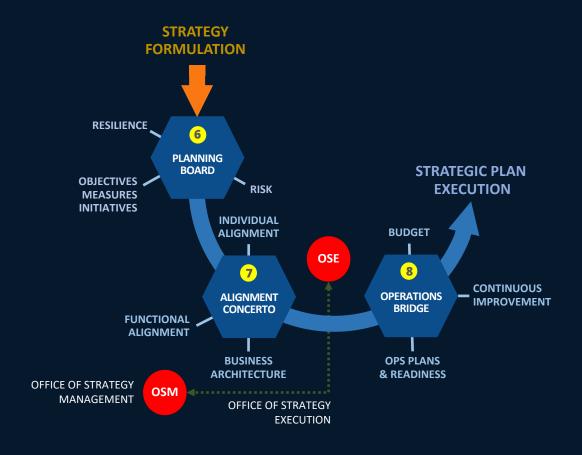
The Missing Link

Strategfic Gaps



Strategfic Objectives

### Strategic Planning



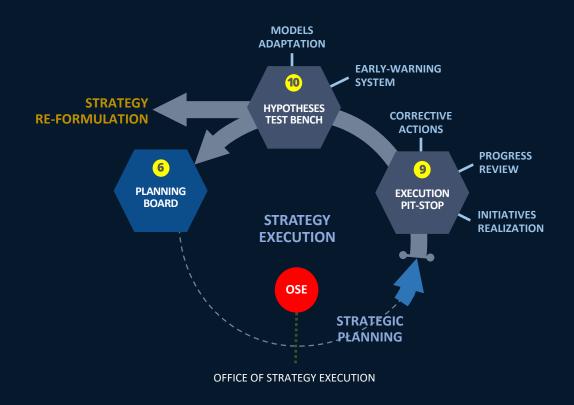
→ Strategy Execution

→ Organizational Alignment

→ Strategic Planning

→ Operational Integration

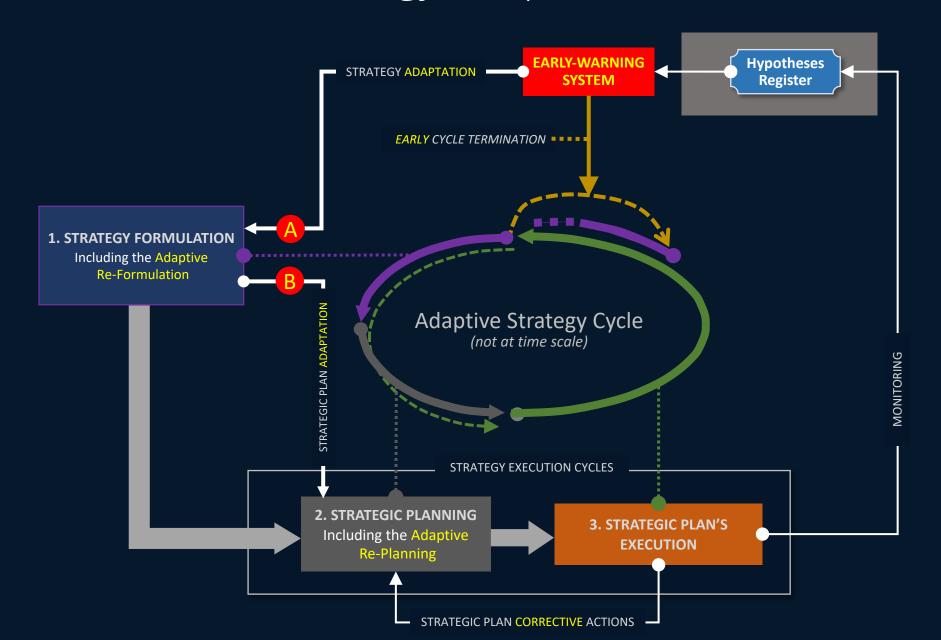
### Strategic Plan Execution



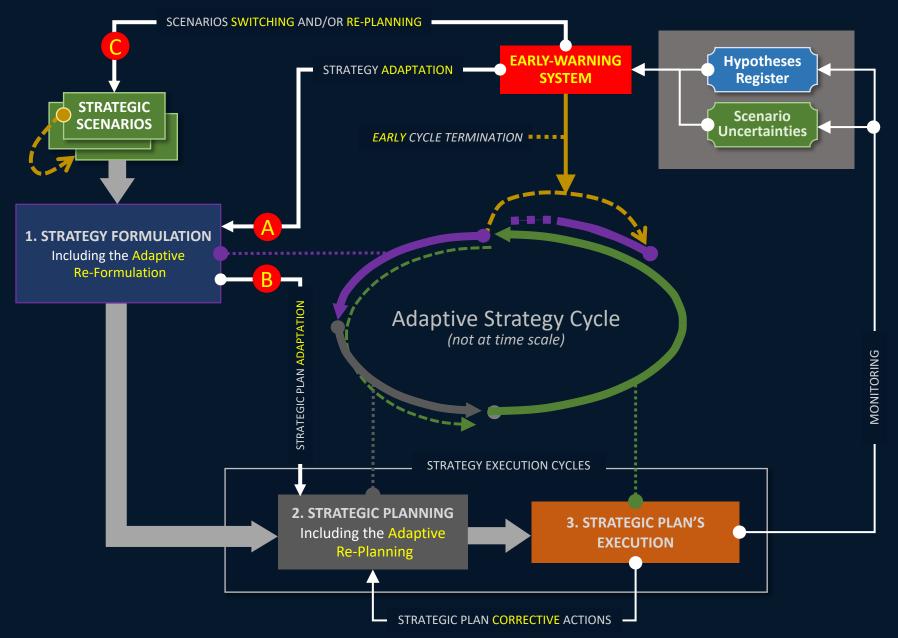
→ Strategic Plan's Execution

- → Invalid Hypotheses Early Warning
- → Initiatives' Realization & Correction
- → The Adaptive Strategy

## Strategy Adaptation



## Strategy + Scenario Adaptation



### Find out more: The live, online course



Fair Pricing Policy available. Ask for details.

Example: Enrollment fee for India, \$550 (instead of \$1,250)

(using the BigMac Index 2023 reference)

### Course + Practice\* sessions

Example: Module #1





### Course Calendar

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
10 Jan – 8 Feb 2024			10 Jan Kick-off session	11 Jan	12 Jan	13 Jan
14 Jan	15 Jan	16 Jan  Strategy Formulation 1 Course Session	17 Jan	18 Jan Strategy Formulation 1 Practice Session	19 Jan	20 Jan
21 Jan	22 Jan	23 Jan  Strategy Formulation 2 Course Session	24 Jan	25 Jan  Strategy Formulation 2 Practice Session	26 Jan	27 Jan
28 Jan	29 Jan	30 Jan Strategic Planning Course Session	31 Jan	1 Feb Strategic Planning Practice Session	2 Feb	3 Feb
4 Feb	5 Feb	6 Feb Strategic Plan Execution Course Session	7 Feb	8 Feb Strategic Plan Execution Practice Session		

Each session duration: 2h

Total duration: 18h, in 9 days, over 5 weeks

### Three Cohorts

				<b>AN</b> 17:0
Time Zone	Regions, Countries			1710
PDT (UTC-7)	Pacific: US, Canada, Mexico			10
CST (UTC-6)	Mountain US & Canada, Mexico, Central America			11
CDT (UTC-5)	Central US & Canada, Columbia, Peru, Ecuador			12
EDT (UTC-4)	Eastern US, Venezuela, Bolivia, Western Brazil		Cohort B EMEA	13
BRT (UTC-3)	Eastern Brazil, Chile, Argentina, Paraguay		11:00-13:00 UTC	14
GMT (UTC)	UK, Portugal, Iceland, Western Africa		11:00-13:00	
<b>CET</b> (UTC+1)	Western & Central Europe, NW & Central Africa		12:00-14:00	
EET (UTC+2)	Eastern Europe, Finland, NE & Central Africa		13:00-15:00	
<b>AST</b> (UTC+3)	East Africa, Turkey, Middle East	Cohort A	14:00-16:00	
GST (UTC+4)	UAE, Oman, Georgia	<b>APAC</b> 5:00-7:00 UTC	15:00-17:00	
<b>IST</b> (UTC+5:30)	India	10:30-12:30		
SGT (UTC+7)	South-East Asia, Western Indonesia	12:00-14:00		
AWST (UTC+8)	Philipines, Eastern Indonesia, Western Australia	13:00-15:00		
JST (UTC+9)	Japan, South Korea, Central & NW Australia	14:00-16:00		
AEDT (UTC+11)	South-East Australia	16:00-18:00		

Cohort C AMERICAS 17:00-19:00 UTC

10:00-12:00

11:00-13:00

12:00-14:00

13:00-15:00

14:00-16:00

# https://explaining-strategy.com

Ready for your questions.