

Glocal Rapid Strategic Planning Tool - RSPct™ - Overview

Background: All organizations need to periodically assess their performance, gain insight into an ever-changing operating environment, clarify priorities and principles, and decide together how they will further strengthen their impact or develop their market and sales most effectively. Most also go through cycles, when context has evolved, the leadership needs to be re-energized, possibly trained on aspects of their roles, and changes need to be made or tools created to help everyone work at their best. Most businesses and non-profits recognize the need to identify their priorities and guiding principles, and the steps toward achieving them, but cannot afford the >\$100k price tag for the robust facilitation, research and planning work.

After multiple requests, and based on our experiences with dozens of businesses and NGOs, we've been able to distill a rapid strategic planning process (RSPct™), which teams with the organization's leaders, and through a streamlined (Pareto 80/20) process, identifies the roadmap forward and the metrics to monitor and evaluate progress. Data and counting lend the "ct" to the service name, since market research should be done and progress must be measured and tracked. Moreover, our RSPct™, while normally performed over four months, can be compacted for organizations with tight turnaround deadlines... and, of course, our respect will be long-lasting. We are excited about this innovative process and taking our clients to the next level!

Purpose: In order to remain resilient and relevant, all organizations must take time to analyze their context, strengths and challenges, gather ideas for improvements, and decide on their main foci for the next 3-5 years. It's important to figure out what to focus on and say "yes" to, and just as important to decide when to say "no." In this process, best practice is to gather insight and suggestions from a selection of stakeholders; identify peers/competitors and their strengths/challenges; gain a 360° view of the playing field, and the initiatives around which there is most energy. The plan will recognize context and trends, strengths and challenges; and it will facilitate action by setting goals, and incorporating planning for the necessary financing, staffing, partners, performance metrics and steps to achieve those goals. Clients report finding it immensely helpful to have this facilitated process, and a "written coach" or roadmap for their next three to five years of activities and choices.

Design: Created to meet a small business or non-profit-organization's (NPO) need for strategic planning, in a way that is quick, affordable, and actionable. This relies on four working sessions, once a month, with ideally, 10-20 members of the senior leadership, interviews with diverse stakeholders for a full view of the context, and otherwise the consultants conduct and consolidate the background research. Furthermore, rather than the customary 100+ page reports, the RSPct™ report is purposefully succinct, while remaining full of the stakeholders' strategic and pragmatic wisdom, and identifying goals, implementation plans, and metrics.

Process – The broad overview is

- discovery of context - through document review, a facilitated session with the leaders, and interviews with employees, clients, partners, suppliers, peers/competitors.
- development of strategic goals - these are the facilitated brainstorming sessions,
- drill-down or refine goals - this is part-brainstorm, part working groups identifying the major steps, challenges, likely partners and performance metrics.
- After the plan is finalized, for an additional fee, we can even help you design the tools and implement the plan.

If you have any questions, give us a call at +1-773-218-8270 or +1-347-480-8679, or send along an email.