

# AES Strategic Planning Initiative

# organizational clarity?

- why we should care
- what it is
- what it isn't
- how to get it
- how to hold it

# why we should care

- scarcity and limited resources
- make the biggest impact we can
- the power of the draft horse

# what it is

- we know where *there* is
- we know how we're going to try and get *there*
- we'll know whether or not we got *there*
- we'll know when we need to shift
- unique to each organization

# what it isn't

- static and unchanging
- held by a few
- decided by a few
- resource tug of war
- boilerplate

# how to get it

- picture the future
- 6 questions
- conflict
- weigh-in & to buy-in
- commitment, not consensus

# how to hold onto it

- who is responsible for what?
- commanders intent
- revisions, mergers, team shifts, budgets, etc
- be able to say “no” so you can say “yes”

# case study: ARDEC

- accordion effect
- outcomes first, activities second
- adjustable, not perfect
- outputs



# questions?

[josh@trebuchetgroup.com](mailto:josh@trebuchetgroup.com)

9706586381