

# OPTIMIZE THE POWER OF STRATEGIC THINKING

*Inputs abound,  
the unknown is great.*

Often leaders become victims of their own success as they unconsciously repeat thinking patterns that served them well in the past.

How do great strategists discern that which is critical from that which is interesting, yet distracting?

They accurately identify their strategy preferences as biases and become adept at planning for the inevitable blind spots.

The **Dalton Spencer Strategy Preference Indicator®** provides leaders with insights into their styles and beliefs about strategy in nine critical dimensions.

## Nine Dimensions of Strategy Preference

**Structure**—formality of planning

**Locus of Dominant Influence**—market focused vs. core competency driven

**Origination**—belief that strategy is selected or created

**Inclusion**—involvement in strategy formulation

**Risk Tolerance**—degree of risk seeking

**Risk Assessment**—criticality of strategy evaluation

**Success Drivers**—profit vs. growth preference

**Manifestation**—the importance of ideas vs. execution

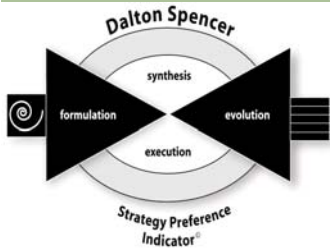
**Adaptation**—degree of fluidity

A series of items taps into the leader's preferences along a continuum for each dimension. The indicator takes approximately 20 minutes to complete.

A detailed feedback report exposes the biases associated with each dimension preference and suggests practical methods to explore strategic opportunities from new perspectives.

Results provide powerful insights in strategic planning, executive development or management training initiatives on an individual or team basis.

Call for additional information and pricing. 770.476.5583



DALTON SPENCER CONSULTING, INC.

# Strategy Preference Indicator