



Competencies that are addressed:

PRIMARY COMPETENCY CATEGORIES:

- **Vision—**
Future-oriented.
Develops an exciting picture of what could and what should be, regardless of what is, for them and their organization.
- **Results Oriented—**
Passionate about winning. Dedicated to achieving all-win solutions to situations.

RELATED COMPETENCY CATEGORIES:

- **Decision Making—**
Obtains and understands facts, weighs risks, and objectively prioritizes alternatives that result in decisive action.
- **Management Controls—**
Exercises necessary management controls to ensure the integrity of the organization's processes.
- **Leadership—**
Drives business results by aligning the vision, mission, and values to enhance business value. Is able to enlist the willing cooperation of others, while tapping into their highest skills and abilities, to achieve desired results.

Planning

SUMMARY

With limited resources and lack of time, many people become responsive, rather than proactive by planning. An eight step planning process establishes the desired outcome, clarifies the current situation, and sets specific goals and timetables to achieve required results.

CONTEXT

Creating vision and the plan to move toward that vision is a leadership. Leaders not only see the big picture and communicate it well, they break that plan down into the priorities and methods necessary to achieve group goals.

After completing this module, you will be able to describe the steps necessary to turn an idea or innovation into a plan of action to clearly communicate to others.

At the completion of this module, participants will be able to:

- Describe a vision in clear, specific, compelling terms
- Implement a plan with clearly defined communication goals
- Identify the steps necessary to transform the vision into action

“One hour spent planning is worth four hours of execution.”
—Crawford Greenwalt, DuPont