

## STRATEGIC MANAGEMENT

Dear All, this was the Individual Class activity for yesterday.

Complete this 1-pager individually and post it on my dropbox before

| <b>NAME: Elizma Fuller</b>                                                                                                                                                                    | <b>STUDENTNO: 12128635</b>       |                 |           |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------|-----------------|-----------|
| <b>Name of Co. / Org.</b> (Employer): Fuller Civils                                                                                                                                           | <b>Public or Private Sector:</b> |                 |           |
| <b>Are you currently a Manager or Non-Manager?</b> : Manager                                                                                                                                  |                                  |                 |           |
| <b>QUESTION</b>                                                                                                                                                                               | <b>REPLY (encircle)</b>          |                 |           |
| 1. Do your Org have a well-articulated, clear statement of S?                                                                                                                                 | Yes                              | No              |           |
| 2. Could each member of your management team write a 1 or 2 sentence of that S without consulting others?                                                                                     | All could                        | Some could      | Non could |
| 3. Do you have your Strategy (S) in written form?                                                                                                                                             | Yes                              | No              |           |
| 4. Do you & they use this statement as a GUIDE for the choices you make together when deciding which producers, customers, and markets (wards/communities/constituents) your Org will pursue? | Use frequently                   | Use some-times  | Never use |
| 5. Do you & they use this statement as GUIDE to decide which products, customers and markets (wards/communities/constituents) your Org will NOT pursue?                                       | Use frequently                   | Use some-times  | Never use |
| 6. Do you use this S-statement as a FILTER to decide how <i>resources</i> are allocated within the Org?                                                                                       | Use frequently                   | Use some-times  | Never use |
| 7. Do you use this statement as a FILTER to choose which <i>opportunities</i> your Org will pursue & which ones it won't?                                                                     | Use frequently                   | Use some-times  | Never use |
| 8. Have you ever sat down as a management team to try to obtain CONSENSUS about the future direction of the Org?                                                                              | Regularly                        | Once in a while | Never     |
| 9. Was a consensus obtained, or are there still different visions of what the Org is trying to become?                                                                                        | One vision                       | Several visions | No vision |
| 10. Do you have a separate process of strategic thinking to determine <i>what</i> your Org want to become, as opposed to <i>how</i> you will get there?                                       | A formal process                 | No process      |           |