

Foresight Analysis

# The Art & Science of Looking at the Future



Bay Area Community Council

**Foresight Webinar #3**

October 30, 2020

Facilitator

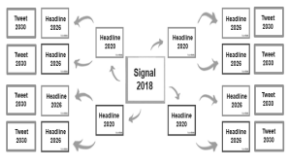
**Garry Golden**

# BACC Journey



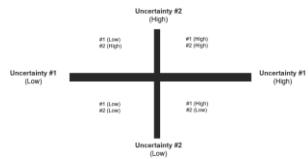
*Kickoff  
Sept 18th*

*Foresight 101  
Scanning*



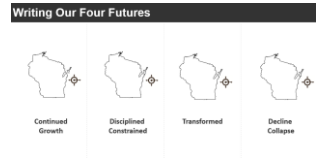
*Webinar #1  
Oct 2<sup>nd</sup>*

*Signals Work  
Futures Wheel*



*Webinar #2  
Oct 16<sup>th</sup>*

*Era-transitions  
Scenarios*



*Webinar #3  
Oct 30<sup>th</sup>*

*Four Futures  
Leading Change*



*Presentations  
Nov 20<sup>th</sup>*

# November 20<sup>th</sup> 8am – Noon

**8:00 – 8:15 BACC Introduction**

**8:15 -9:30 Workshop Presentations**

1. Matt Dornbush, UWGB (8:15 – 8:30)
2. Jeff House, Oneida ESC Group (8:30 – 8:45)
3. Chris Elfner, Bellin Health (8:45 – 9:00)
4. Adam Artel, Bellin Health (9:00 – 9:15)
5. Mike Fabich, Foxwood Associates (9:15 – 9:30)

**9:45 – 11:15 Workshop Presentations**

1. Susan Garot, Green Bay Botanical Garde (9:45 – 10:00)
2. Dan Hoffman & Mark Lezotte, Skyline (10:15 – 10:30)
3. Mandy Kraynik & Vicki Petersen, Nature's Way (10:30 – 10:45)
4. Karen Sinette, Elevate 97 (10:45 – 11:00)
5. Brighid Riordan & Bob Webb, Nsight (11:00 – 11:15)

**11:15 – 11:30 Garry Golden Summary**

**11:30 – 11:45 Dave Wegge/Natalie Bomstad, Wrap-up & Closing**

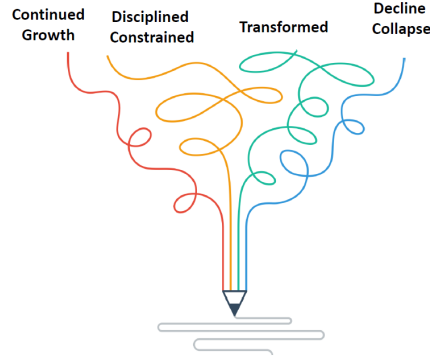
# Final Presentation Format

5 min



Foresight  
Journey

5 min



Transformed  
Scenario

~5 min



Talent for  
Leading Change

# Signal: Small Business Innovation

**Bark Social, a dog park and beer garden hybrid, raises \$1.5M for December launch**



# Signal: Capturing Talent on the Move

## **Upwork Report Finds Up to 23 Million Americans Plan to Relocate Amid Rising Remote Work Trends**

*New data reveals remote work provides greater geographic mobility for millions of Americans seeking housing in more affordable markets*

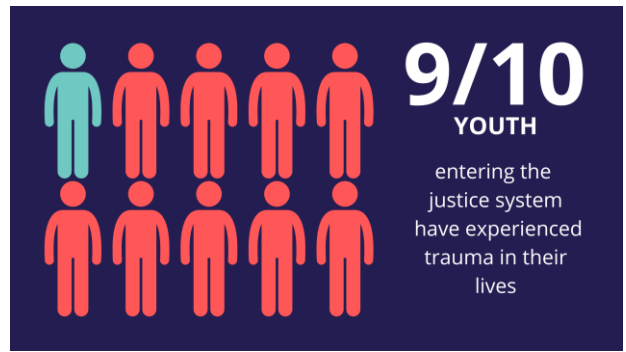
Utilizing survey data from over 20,000 Americans, the report reveals that between 14-23 million of U.S. households intend to move in many cases out of major cities and into less expensive housing markets.

# Signal: Trauma-informed Social Services

**Bloomberg Cities**

## Philadelphia's 'trauma-informed' approach to youth justice gives kids a lift

 Bloomberg Cities Oct 21 · 5 min read



 **Philadelphia's trauma-informed principles**

- 1 Safety
- 2 Respect
- 3 Communication
- 4 Hope

The complex block contains a portrait of a woman with long dark hair, wearing a black patterned top and a dark blazer, smiling. To her right is a teal header with the text 'Philadelphia's trauma-informed principles' and a list of four principles, each in a teal circle with a white number: 1 Safety, 2 Respect, 3 Communication, and 4 Hope. The Bloomberg Cities logo is in the top left corner.

# Signal: Geospatial Analytics

## Intel Geospatial is a cloud platform for AI-powered imagery analytics

Kyle Wiggers

@Kyle\_L\_Wiggers

October 27, 2020 3:58 PM

AI



Intel today quietly launched [Intel Geospatial](#), a cloud platform that features data engineering solutions, 3D visualizations, and basic analytics tools for geovisual workloads. Intel says it is designed to provide access to 2D and 3D geospatial data and apps through an ecosystem of partners, addressing use cases like vegetation management, fire risk assessment and inspection, and more.

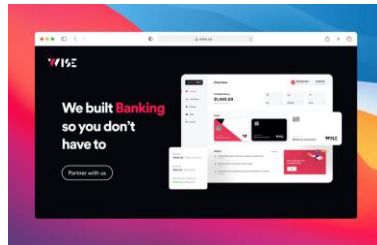
The geospatial analytics market is large and growing, with a recent Markets and Markets [report](#) estimating it will be worth \$96.34 billion by 2025. Geospatial imagery can help companies manage assets, like network assets prone to damage during powerful storms. Moreover, satellite imagery and the AI algorithms trained to analyze it have applications in weather prediction, defense, transportation, insurance, and even health care, mainly because of their ability to capture and model environments over extended periods of time.



# Signal: Embedded Banking / Finance

## Wise raises another \$12 million to double down on embedded business banking

Romain Dillet @romaindillet / 10:12 AM EDT • October 29, 2020



Fintech startup [Wise](#) has raised a \$12 million Series A round. The company offers business bank accounts with an interesting go-to-market strategy. [Wise](#) partners with other companies so that they can offer bank accounts to their own customers.

For instance, if you're running a marketplace or an e-commerce platform that matches companies with individual customers, you can leverage Wise to offer bank accounts to your partner companies.

[RemoteTeam](#) is using Wise to improve its payroll experience for... remote teams.

## Why embedded finance is the next evolution in fintech

10 August 2020



9



11



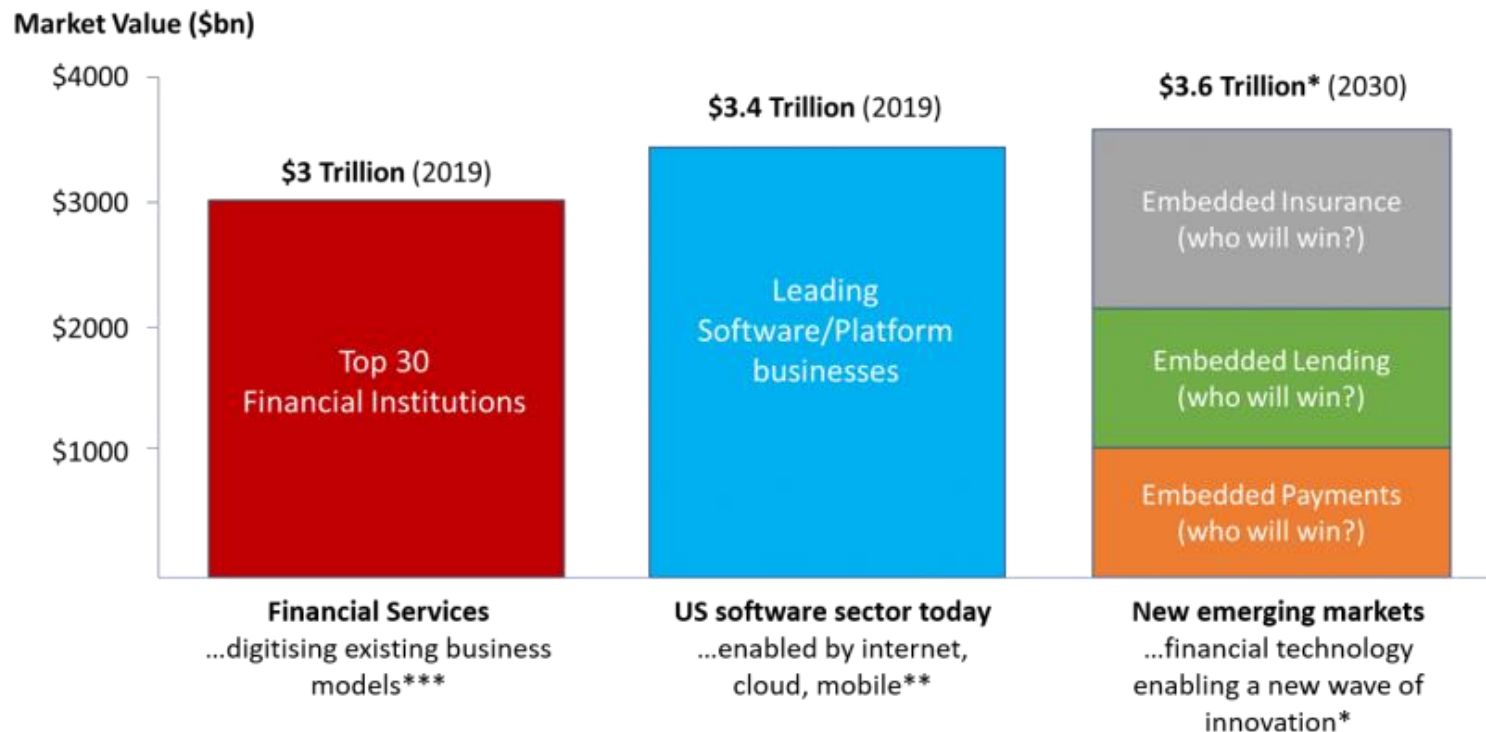
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Apple card. Shopify merchant accounts. Amazon loans. Increasingly, non-banking players are branching out into banking services to improve user experiences and tap into new revenue lines. Such native integrations of financial services into non-banking verticals, e.g. accounting SaaS or marketplaces, are called embedded banking. We expect the embedded banking trend is here to stay: New technologies, distribution and business models as well as evolving customer expectations have created the foundation for a fundamental rethinking of how and where the key functions of finance are delivered.

**Banking-as-a-Service as key enabler of embedded banking**

# 'Embedded Finance': market value comparisons (US only)



\* Based on current adoption trends. Assumes 40% of payments and 20% of lending and insurance moves to 'EF model' and average 5x revenue multiple.

\*\* Includes Amazon, Google, Facebook, Netflix, Salesforce, SaaS companies \*\*\* includes Banks, Insurcos, Stock Exchanges, Visa, Mastercard, Blackrock

# Signal: Computer Vision is Coming

## Landing AI launches new visual inspection platform for manufacturers

Ron Miller @ron\_miller / 11:00 AM EDT • October 21, 2020

 Comment



 Image Credits: Landing AI

As companies manufacture goods, human inspectors review them for defects. Think of a scratch on smartphone glass or a weakness in raw steel that could have an impact downstream when it gets turned into something else. [Landing AI](#), the company started by former Google and Baidu AI guru Andrew Ng, wants to use AI technology to identify these defects, and today the company launched a new visual inspection platform called LandingLens.

“We’re announcing LandingLens, which is an end-to-end visual inspection platform to help manufacturers build and deploy visual inspection systems [using AI],” Ng told TechCrunch.

Is computer vision a competitive advantage to our sectors?

# Signal: Avatars After We Pass

 **Kim Kardashian West** ✓  
@KimKardashian

For my birthday, Kanye got me the most thoughtful gift of a lifetime. A special surprise from heaven. A hologram of my dad. ✨❤️ It is so lifelike! We watched it over and over, filled with emotion.



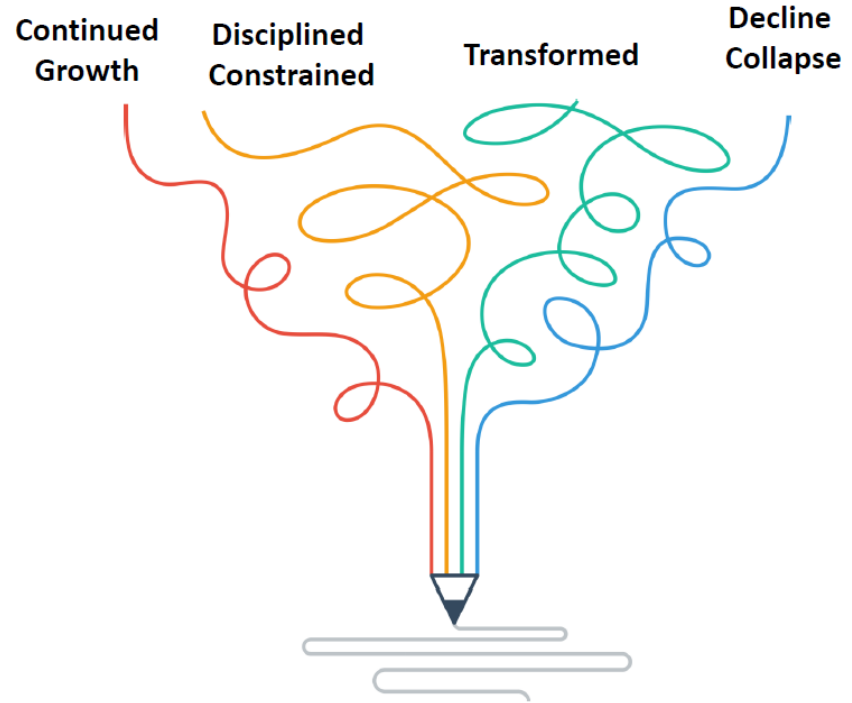
6.9M views 0:40 / 2:20

7:22 PM · Oct 29, 2020 · Twitter for iPhone

**12.7K** Retweets **27.7K** Quote Tweets **157.6K** Likes

# Turning Signals into Stories

## Four Futures



# Four Futures Thinking



**Continued  
Growth**



**Disciplined  
Constrained**



**Transformed**



**Decline  
Collapse**

# Task: Construct Your Four Futures



**Continued  
Growth**



**Disciplined  
Constrained**



**Transformed**



**Decline  
Collapse**

# Storytelling Tips

## Experiment with Story Structures

- Multi-paragraph stories
- Bullet points of storyline elements
- Visualizations that communicate the message

## STEEP Forces of Change

Each scenario should include elements of the STEEP categories of change:

- Society (Demographics / Culture)
- Technology
- Economy
- Environment
- Politics (Legal)

## Three Mechanisms of Change

Your scenarios should include:

### 1) Trends

Slow moving changes over time;  
Language should be 'more' or 'less'

### 2) Events

Sources of discontinuity including:

Scheduled Events

Plausible Events

Wildcard Events (Low Probability, High Impact)

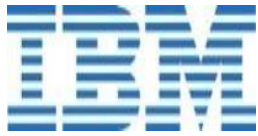
### 3) Choices

Reflect our investments in people, partnerships and places.



# Transformed

Transformed is a scenario archetype where the world and organization have gone through an era-step change. Think caterpillar to butterfly – or Industrial to Information Economy.



The story should reveal how the organization (region) became something different. This may be the emergence of a new department or team. Or it might be a wholesale reinvention of the entire organization culture or value proposition.

The story tone is not utopian. There should be new problems and challenges that appear as expected – or as unintended consequences. Leave some issues unresolved.

The key story dynamic should show how the organization is empowered and feels in control of its future in this new world.

# Transformed: Template

## Draft Name of Transformed Scenario

### The Transformed Story

- In 2021...
- In 2023...
- In 2024...
- In 2025...
- In 2029...
- In 2030...
- In 2035...

### Evidence: Signals to Support this Scenario

- Signal Title/Link
- Signal Title/Link

# Resource: Team Conversations

When the **Four Futures** are written, you should engage colleagues in answering strategic questions:

- What signals or trends have you seen that might support the future described in each scenario?
- What are the internal implications for our partners and teams?  
What might our customers (citizens) do differently to thrive in this future?
- Where might the story go from here? Write a few extensions **from** this future.
- What indicators or milestones might we monitor that represent a tipping point of this future?

# Examples: Four Futures

## Four Futures of Food

global food outlook alternative scenarios briefing



150 University, 2nd Floor Honolulu, HI 96822

### ALTERNATIVE FUTURES SCENARIOS

Growth, constraint, collapse, and transformation are four distinct but plausible directions of change identified by Jim Dator, director of the Hawaii Research Center of Futures Studies, in his work on alternative futures scenarios.



**GROWTH:** current trends and conditions, both good and bad, continue to grow as they have in the past.



**CONSTRAINT:** society, either led by governments or grassroots efforts, takes austerity measures to constrain the behavior of groups of people or individuals.



**COLLAPSE:** change in which major social systems are strained beyond the breaking point, causing system collapse and social disarray.



**TRANSFORMATION:** fundamental transformation of a society or system that signals a break from previous systems.

While linear growth represents one potential shape of the future, we can learn from recent history that constraint, collapse, and transformation are other ways of thinking about how change can occur. For example, China averted an infrastructure breakdown by **constraining** population growth with its one-child policy. Western housing and financial markets **collapsed**, surprising those who assumed past trends would continue. And the Internet and, more recently, social media, **transformed** the way the world communicates information—leaving traditional media outlets scrambling to adapt.

We can also find examples of these four directions of change in the global food web's history:



Source: Flickr user Patco Calvino

**GROWTH:** In the early 1970s, the United States Department of Agriculture adopted policies that encouraged farmers to produce as much food as their land could bear. This reversed decades of government caps on production. The ensuing growth in the availability of commodity crops like corn helped bring down the prices of animal feed, and ushered in a boom in meat consumption. Throughout the world, obesity has increased dramatically, while the number of people who go hungry recently passed the ominous milestone of one billion globally.



Source: Library of Congress

**CONSTRAINT:** The chaos and violence of World War II brought with it widespread interruptions to food supplies as part of coordinated efforts to use hunger for military advantage. To manage this challenge, countries including the United Kingdom and United States imposed rationing systems to keep food prices in check, ensure equitable distribution of food supplies, and mitigate the threat of widespread starvation.



Source: State Library of New South Wales

**COLLAPSE:** The Dust Bowl of the 1930s resulted in a collapse in food supplies. After years of wet—and productive—weather, plains states and provinces in the United States and Canada were hit with a severe drought. This, along with problematic farming practices, saw fertile soil give way to dust, which displaced millions of people and led to widespread poverty and hunger. Today, fisheries worldwide are facing various degrees of collapse.



Source: Flickr user Vanessa Stewart

**TRANSFORMATION:** In the past few decades, refrigeration has paved the way for stable food storage, ready-to-eat meals, and massive global trade in perishable fruits, vegetables, and meats. In turn, this new technology has fundamentally reshaped our relationships with food, and with each other. Family members can individually heat up their own dinners; meals can even be eaten alone in cars. Refrigeration has also enabled a globalization of taste. For example, sushi can be bought all over the world—even in places thousands of miles from a source of fresh fish.

Alternative futures scenarios based on these directions of change—growth, constraint, collapse, and transformation—provide a useful framework for considering the future of the global food web and how finding, buying, and consuming food might evolve in the next decade.

# GROWTH

**WELL-BEING IS PRODUCTIVITY**  
and more choice increases experiential well-being



### SCENARIO DYNAMICS

- Economic growth occurs in localized booms and busts.
- GDP and economic growth paradigms remain dominant.
- Global consumption increases.
- Rich-poor gap grows.
- Innovations in science, finance, and markets are afoot.

### KEY VALUES

- Financial and material expansion
- Personal responsibility
- Productivity
- Material comfort
- Opportunity and liberty

# CONSTRAINT

**WELL-BEING IS COMMUNITY**  
and taking care of others increases personal well-being



### SCENARIO DYNAMICS

- Economic indicators remain weak and experimentation with local currencies rises.
- Priorities shift from economic growth to maintaining stability and comfort.
- Sustainability paradigms dominate market and policy activity.
- Policies, limits, and quotas reinforce restraint and optimization.
- Games and participatory monitoring connect actions to environmental effects.

### KEY VALUES

- Environmental awareness
- Personal, household, and community restraint
- Stability and aversion to change
- Prevention and optimization
- Making difficult trade-offs

# COLLAPSE

**WELL-BEING IS SECURITY**  
and escape from real and perceived threats



### SCENARIO DYNAMICS

- Local and regional collapses begin to interconnect and cascade.
- Social, environmental, and financial resources dwindle.
- Public and private bankruptcies drive economic dislocation.
- Low-transparency monitoring maintains security.
- Hoarding, shadow economies, and luxury markets take hold.

### KEY VALUES

- Safety and risk avoidance
- Family integrity
- Opportunism
- Keeping up appearances
- Competition for resources

# TRANSFORMATION

**WELL-BEING IS ECOLOGICAL**  
and collaboration builds capacities for holistic well-being



### SCENARIO DYNAMICS

- Social production transforms traditional organizations.
- Participation shapes economic activity.
- Governance, manufacturing, and services follow small-scale, distributed models.
- Bio-based innovation and ecological management paradigms gain visibility.
- Open work networks and crowd-sourced unbundled tasks.

### KEY VALUES

- Holistic perspectives
- Local resilience
- Reciprocity and openness
- Sincerity and accountability
- Sustainability and resource renewal

The economy continues to struggle and businesses reposition themselves in an increasingly crowded well-being marketplace. The expansion of well-being and the challenges of aging and chronic illness spur people to see health as a core component of every choice. Health becomes increasingly valued but also increasingly hard to attain.

Health remains primarily a personal responsibility—one beyond the capabilities of people on shaky financial ground. While wealth and technology expand the well-being options for a growing upper-middle class in global economies such as China,

Brazil, and India, changes to diet and lifestyle also lead to increases in obesity and chronic illness. Growing disparities in wealth mean that the poorest have even less access to basic health inputs.

The marketplace further complicates simple decisions, adding new information literacies to everyday life. With so many technology-laden, connected experiences—from cars to food to clothing—orientating around health and well-being, consumers gravitate toward products that provide immediate benefits, even if those products do little to improve (and may even harm) health in the long run.

In a world where resource constraints—in domains such as energy and potable water—place practical limits on everyday life, new practices to optimize well-being increasingly focus on maintaining stability and stretching scarce resources. As sharing of resources and knowledge grows, the community leaps to the forefront of well-being.

Restraint and frugality are grudgingly accepted as virtues. Recognizing limits contributes to a shift in values surrounding longevity, as palliative care is seen as increasingly central to medicine. Creativity, happiness, and personally optimized well-being become major priorities for people and governments.

Environmental objections to the pharmaceutical and hospital industries lead people to avoid them whenever possible, and food becomes the favored pathway to health and well-being.

High unemployment persists, engendering small-scale experiments that redefine the meaning and nature of work. Communities explore ways to exchange value through local currencies and networks of social production. People who cannot afford the medical care they need start skipping routine care and simple interventions, in effect making cancers and other diseases far more deadly.

While natural and human disasters devastate many regions, the resources that produce good health—from housing security to access to nutritious foods to social cohesion—are decimated everywhere. Many cities, states, nations, and private enterprises fail into bankruptcy. Many more industries—including health care—consolidate, reducing people's choices; large surviving organizations are not responsive to radically diverse needs in different localities. Trust in institutions is at an all-time low, with corruption, stockpiling, and counterfeiting becoming ubiquitous.

In the face of widespread scarcity and hoarding, violence and organized crime increase. People retreat into securing basic needs and safety for themselves and their families, and look for well-being in very temporary peace of mind. Social pressure and people's desire to escape from harsh realities become vital pillars of formal and informal economies. Luxury markets persist as the gap between rich and poor grows wider, and those who can afford it use private supply networks to obtain luxury foods and medical necessities. Regional disparities spur migration and medical tourism—though well-off communities seek to exclude outsiders.

People are increasingly creating well-being in a systematic way—from the molecular to the planetary scale. They organize themselves in fundamentally new ways to create resilience in local communities—and connect to global processes. Well-being is about being aligned at all scales with a world in the process of healing itself.

Some individuals and institutions struggle to maintain the status quo. While governments, NGOs, and corporations increasingly strive to assign accurate values to personal and environmental contributions, others still work to extort costs and tightly control assets. Monetary incentives to

test symptoms of illness in perpetuity are under fire as players shift to delivering appropriate and accountable care. A growing number focus onroot causes, offering personalized windows into—and services for tinkering with—individuals' epigenetic processes.

Self-care and formal medicine focus on teaching skills to help people interpret personal data and navigate their environments, while city environments and food systems are rebuilt to provide optimal well-being. Localized models of micro-employment and on-site service provision ensure a high-participation economy.

bodies			networks			environments			bodies			networks			environments																	
<b>Expanding Markets</b> Well-being markets grow as people purchase products and services based on their touted health benefits.			<b>Widespread Inequality</b> Well-being inequality increases, and while the more affluent use their networks to expand their global options, everyone else navigates a landscape of expanded risk.			<b>Stressful Choices</b> The health decision-making environment, full of complexity and contradictions, is a major source of stress in everyday life.			<b>Changing Behaviors</b> Widespread behavior change efforts focus on reducing energy, water, and medical resource use.			<b>Participatory Well-being</b> Well-being shifts from a largely individual to a largely communal pursuit as people cultivate social connections and are mindful of their impact on the commons.			<b>Risk and Resource Transparency</b> Participatory mapping reveals environmental risks and underutilized resources, and mitigates resource-based health challenges.			<b>Troum of Uncertainty</b> Constant uncertainty and a lack of steady access to basic resources leaves biological imprints of stress and anxiety on large numbers of people.			<b>Tight-knit Networks</b> People are more reliant on close circles of friends and family, and trust becomes a highly valued resource, in part because denial and deceit are widespread.			<b>Ecological Disruptions</b> Extreme weather and natural disasters force people to migrate and increase the threats of infectious disease, leading to vicious immigration detailed perspectives of social and personal risks and assets.			<b>High-resolution Bodies</b> The majority of people have at least some access to high-resolution views of their genetics, epigenetics, and chronobiologies, giving them detailed perspectives of their personal risks and assets.			<b>Resource Footprints</b> People are more attuned to the idea that everything has an effect on large and small scales, and attempt to prevent and renew local watersheds, soils, and food varieties.		
<b>Creative Comforts</b> People pay more attention to material contributions to physical and mental health, seeing comfort and tangible near-term benefits as cornerstones of well-being.			<b>New Authorities</b> Abundant, confusing choices drive people to rely on new well-being authorities—with or without formal qualifications—to vet efficacy claims.			<b>Green Health Economy</b> Green values inform people's understanding of well-being and result in price increases for organic and other sustainably produced goods.			<b>Social Priorities</b> People rely more on sharing and commons-based actions, and less on market standard offerings, to stretch well-being resources and reduce spending.			<b>Local Resilience</b> Environmental constraints and the quest for local resilience drive localization of food and manufacturing supply chains as well as an expansion of good-Smartian training initiatives.			<b>Safety First</b> People adopt self-quarantining strategies and manage their health by avoiding unsafe food and health products.			<b>DIY Medicine</b> Do-it-yourself medicine websites stand in for overwhelmed hospitals, and folk medicine propagates as people form ad hoc networks to share health knowledge.			<b>Well-being Enclaves</b> Clases of well-being, areas still rich in financial or health resources, seek to protect their benefits from the less fortunate.			<b>Integrated Care</b> Systemic understandings of how bodies fit into surroundings spur a move from biomedical definitions of health to more holistic, integrated visions of care.			<b>Ecological Design</b> Ecological thinking becomes central to engineering and design, and rooms, buildings, and even whole cities are rethought to keep temperature and humidity at beneficial levels.					
<b>Producing the Self</b> Well-being consumption becomes the means of gaining a competitive edge and refining an ever more augmented and productive body and self-image.			<b>Commercialized Networks</b> More networks are organized around commercial services and long-term sustainability in pursuit of short-term growth, services, and product marketing.			<b>Diverging Growth Strategies</b> Increasing numbers of communities sacrifice local well-being resources and long-term sustainability in pursuit of short-term growth.			<b>Transition Anxieties</b> The difficulty of accepting losses leads to increased levels of anxiety, depression, and other mental health challenges.			<b>Mandatory Green Health</b> The medical industry is forced to adopt greener practices, from super-efficient building retrofits to avoiding single-use plastics and other resource-intensive products.			<b>Mobile Information</b> Dependence on—and cost of access to—digital health records accelerates as natural disasters destroy paper records.			<b>Mobile Health Access</b> Mobile health and wellness services—run of personal devices, kiosks, and retrofitting vehicles—are increasingly common in neighborhoods of all economic classes.			<b>Tough Choices</b> Communities are forced to choose between spending on long-term health or on security and emergency recovery, as hospitals decide whether or not to maintain public safety-net programs.			<b>Biological Generosity</b> Formal professionals and informally educated gurus emerge to help people make sense of the high-resolution details of their bodies.			<b>Networked Medicine</b> Recognizing the assets already in the environment, facilities of all kinds—but especially medical facilities—start integrating and harnessing beneficial microbes, rather than pursuing sterile environments.					

**Whole Foods** is opening members-only "wellness clubs" to promote healthy eating and further expand its reach into health and well-being.

Source: Whole Foods and PETA

Nissan is redesigning cars to build in health features such as seats that enhance blood flow and an air vents that release Vitamin C.

Source: Nissan

Fresida is a Chicago restaurant that started accepting bartering goods and services for food.

Source: Fresida Chicago

SeaChange Health Insurance Company issues Park Prescriptions, a program of reimbursements for state park memberships.

Source: SeaChange Health and Insurance

A coalition of doctors has run paid pop-ups in their wait rooms to help iPhone app. In hopes of developing an international standard for common medical records in disaster situations.

Source: PETA and CNN

A recent University of Wisconsin study suggests that high-stress increases could lead to lapses in observation and other diseases—heightening potential risks being distributed disproportionately to the very old and young.

**BioCurious.org** A Hackerspace for Health Experimentation with Ethics

Join the BioCurious revolution!

BioCurious is a coalition of graduate students and amateur scientists trying to demystify genetics and biohack research.

Source: BioCurious via Kickstarter

The Biology and Built Environment Center at the University of Oregon explores the "built environment microclimate" and its interactions with human health and sustainable architecture.

Source: Biology Center



# Force Field Analysis: Push Pull

Scenario Name

Restraining Forces (Pulling You Away)

Driving Forces (Pushing Toward Scenario)

---

- 10

- 5

- 1

Force

---

+1

+5

+10

---

- 10

- 5

- 1

Force

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+1

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Force

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- 10

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- 1

Force

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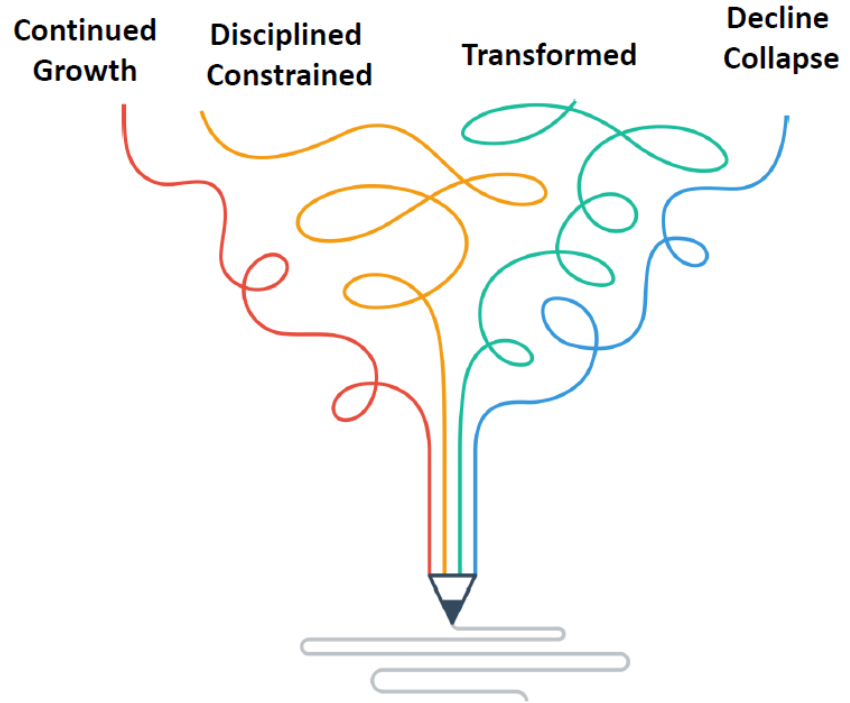
+1

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+10

# Turning Signals into Stories

**Questions?**  
**Four Futures**



# Leading Change: Foresight Maturity Model

Example of Organizational Scorecard	Level 1 Ad Hoc	Level 2 Aware	Level 3 Capable	Level 4 Mature	Level 5 World Class
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**Leadership**



**Framing**



**Planning**



**Scanning**



**Forecasting**



**Visioning**



**Foresight Maturity Model – Terry Grim**





# Organization's Foresight Maturity Model



Foresight  
Alliance

*See What's Possible*

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## Foresight Maturity Model

Achieving Best Practices in Foresight

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Contact: Terry Grim  
[Terry.Grim@ForesightAlliance.com](mailto:Terry.Grim@ForesightAlliance.com)  
[www.ForesightAlliance.com](http://www.ForesightAlliance.com)

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## How the Model Works

Six distinct disciplines address foresight.

### **Leadership**

Clear ownership and active leadership to implement and institutionalize foresight capability

### **Scanning**

Collection of appropriate and relevant information in a format and timeframe that support useful retrieval

### **Framing**

Establishing the boundaries and scope of the endeavor

### **Forecasting**

Description of long-term outcomes that contrast with the present to enable better decision-making

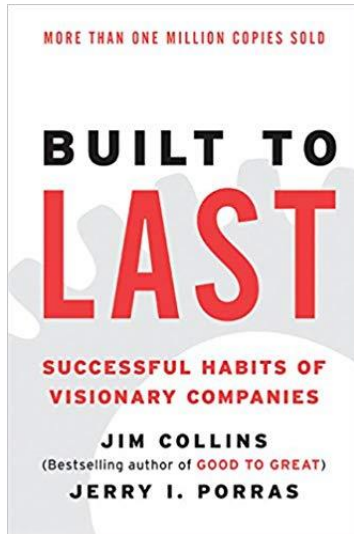
### **Planning**

Ensuring that the plans, people, skills, and processes support the organizational vision

### **Visioning**

Creation of a preferred future that imaginatively captures values and ideals

# Rhetoric of Change: BHAGs to Burning Platforms



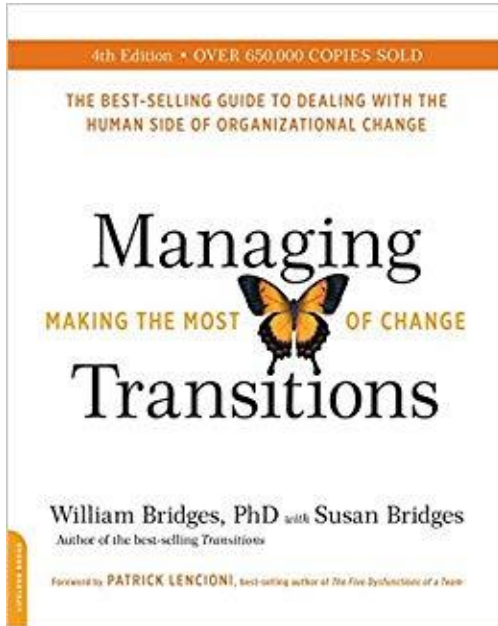
**BHAGS**

*Big Hairy Audacious Goals*



**Burning Platforms**

# Are we managing change or transitions?



William Bridges Associates  
CONSULTANTS TO ORGANIZATIONS & INDIVIDUALS IN TRANSITION



## Change:

- Events
- Visible (External)
- Happen Quickly

## Transition:

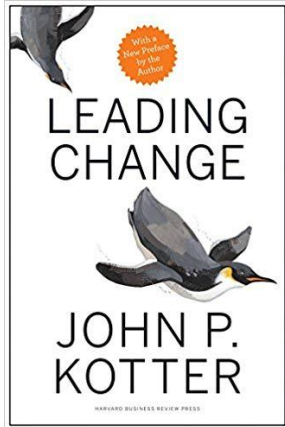
- Unfolding Process
- Inside People / Orgs
- Takes Time (Naturalness)

# Kurt Lewin's Change Model



Starting Point: Ask Teams –  
What must we unlearn to be successful in the future?

# Kotter's Eight Steps: 75% Buy-in



**Creating the  
climate for  
change**

**1. Create urgency**

**2. Form a powerful coalition**

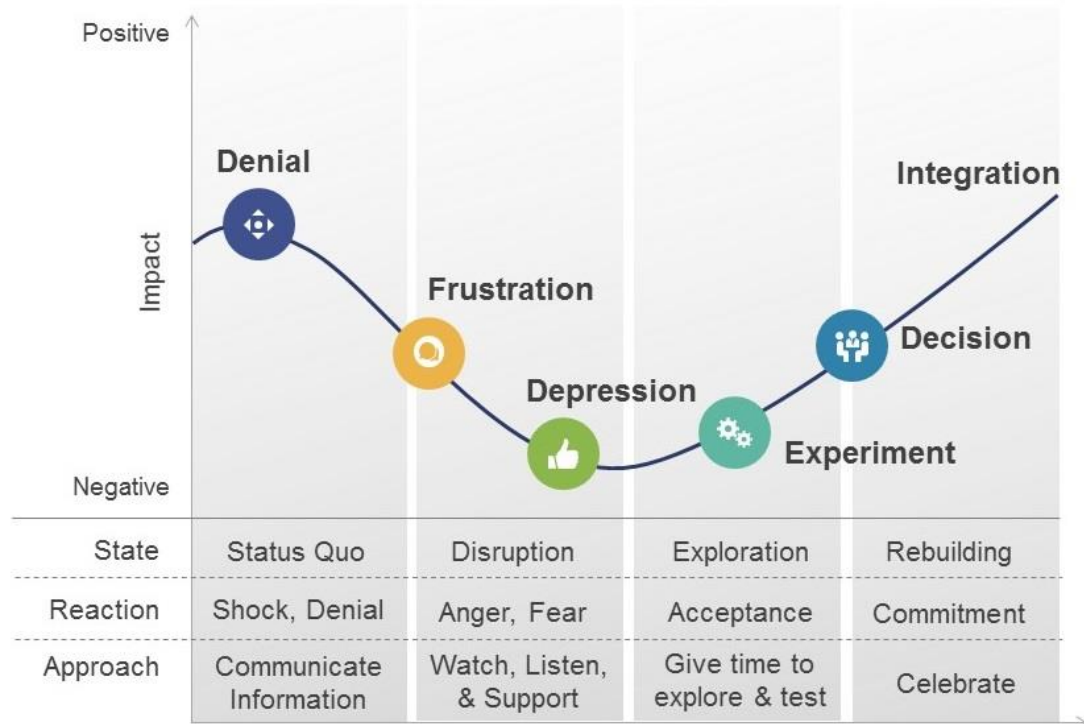
**3. Create a vision for change**

# Kubler-Ross Change Curve

## Role of Leadership

- Alignment
- Communication
- Shared Knowledge**
- Capacity**
- Motivation

## The Kübler-Ross Change Curve



# Leading Change: Focus on People

## Launch Conversation: Future Skill sets



“I” Shaped Person  
Success via Specialization



“T” Shaped Person  
Success via Integration

# Leading Change: Focus on People



**“T” Shaped  
Professional Community**

## Also Trained in ....?

Ethics  
Behavior Science  
Cyber Security  
Systems Thinking  
Experience Design  
Universal Design

Psychology  
Data Science  
Crypto / Blockchain  
Diversity, Equity  
& Inclusion (DEI)

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# BACC Journey



## Kickoff

Sept 18th

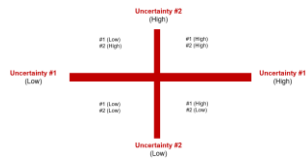
Foresight 101  
Scanning



## Webinar #1

Oct 2<sup>nd</sup>

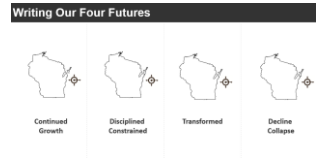
Futures Wheel  
Signals Teams



## Webinar #2

Oct 16<sup>th</sup>

Era-transitions  
Scenarios



## Webinar #3

Oct 30<sup>th</sup>

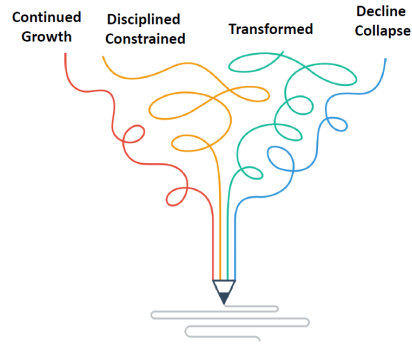
Four Futures  
Leading Change



## Presentation

Nov 20<sup>th</sup>

# Next Steps



**Draft Four Futures  
Emph. on Transformation**



**Questions or Time  
with Garry**

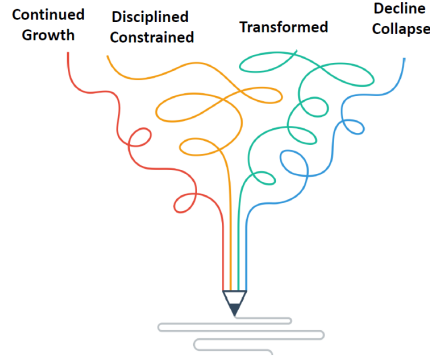
# Final Presentation Format

5 min



Foresight  
Journey

5 min



Transformed  
Scenario

~5 min



Talent for  
Leading Change