

Invitation to an In-house Workshop



SUSTAINABLE GROWTH STRATEGIES
An integrated model of strategy, value and risk management

www.strategispartners.com.au

Tools of strategy

Since the 1970s, Scenario Planning has been proven, time and again, as the essential uncertainty management tool. Scenario planning encourages managers to envision plausible future states of the world and consider how to take advantage of opportunities and avoid potential threats.

In parallel over the past two decades, Monte Carlo and Real Option Valuation have demonstrated how quantitative rigour and the application of probabilities yields better strategic, tactical and operational decisions.

An integrated model of strategy, value and risk management

How companies respond to the big uncertainties and opportunities of our time – disruptive technologies, global economic shifts, volatile commodity prices, climate change – can benefit from an integrated model of strategy, value and risk management.

In this next era, investments will succeed or fail depending on how well they are designed to cope with uncertainty. Value will be driven by product / program innovation, and your firm's ability to respond to shifting markets, new technologies, and new regulatory imperatives.

Scenario Planning and Risk Analytics tools – Monte Carlo and Real Option Valuation – have complementary advantages as tools to support investment decisions under uncertainty. Real options are designed to enlarge the flexibility of strategy implementation, thus reducing risk.

These approaches combine these qualitative and quantitative analysis in an integrated framework of scenario development, risk and opportunity identification, analysis of risk and value, strategy implementation steps.

How does it work?

Integrated strategic, value and risk management works as:

A different way of thinking: recognising that multiple scenarios and pathways to the future are a better way to manage risks and opportunities than a single view of the future;

New analytics for evaluating investments: These methods enable investors to lay out on the table the uncertainties and deal with them directly. They quantify the investor's level of confidence about key investment assumptions;

A dynamic decision making process that involves a strategic dialogue between the decision makers, experts and financial analysts – and integrates the tasks of formulating strategy and implementing strategy.

What you will learn at this Workshop

Strategis Partners have found certain key factors to be especially important from their work with dozens of companies on strategic growth initiatives. Based on these insights, workshop participants will learn how to:

- Anticipate the discontinuities, innovations and new trends that lie ahead, using scenario-based methods
- Use scenarios to test a variety of possible investment strategies, and develop a strategic growth roadmap
- Design a portfolio of real options to address the uncertainties and the growth opportunities. Favour investments that are robust to uncertainties, and favour actions that build learning
- Apply the tools of quantitative risk analytics – Monte Carlo simulation and Real Option Valuation – to de-risk the strategy.
- Execute the strategy: monitor performance and the changing business environment. Actively manage the portfolio of options; acquire, scale up, accelerate, defer or abandon options as appropriate.

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Workshop Facilitator

Jay Horton

Founder and Managing Director of Strategis Partners

Since the 1990s Jay has introduced the practice of Scenario Planning and Risk Analytics to companies in Asia and Australia: agriculture and food companies, energy and power producers, transport infrastructure operators, miners and telcos.

Projects realised a wide range of strategic benefits: better decisions on production capacity expansions, more accurate pricing of acquisitions, all-inclusive cost-benefit analysis of business re-structuring, and full value recognition of market entry decisions.

Strategis Partners Pty Limited is an independent, strategy consultancy and is recognized for its insight and focus on complex future-oriented initiatives. The Firm's skills and experience lie in the use of risk analytics and scenario planning for strategic decision making.

The Firm works with clients in agri-foods, energy, power and water utilities, financial services, government agencies, consumer products and retailing, manufacturing, mining, transportation and technology industries.



For more information on this in-house workshop program, please contact us:

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