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COURSE BROCHURE

# Advanced Strategic Thinking and Coalition Influence Training Course

18 – 29 January 2027
Milan

# Advanced Strategic Thinking and Coalition Influence Training Course

**Ref:** 2738_104640 **Date:** 18 – 29 January 2027 **Location:** Milan **Fees:** 11100 GBP

Strategic Thinking and Coalition Influence is a 2-week training course for senior leaders who set organisational direction and must win backing for it across boards, peers and partner units, and it produces a coalition influence plan for one live strategic choice. Direction now depends less on formal authority and more on the alliances a leader can assemble around a contested idea. Jupiter Prime Training runs this course for leaders who shape that direction.

## Why Strategic Thinking and Coalition Influence Matters Now

Three forces shape this subject today. Flatter, networked organisations spread decision rights across many sponsors, so no single executive can carry a strategic shift alone. Boards and investors ask for sharper reasoning behind each directional bet and test it in open debate. Partner units, suppliers and public bodies hold resources that a strategy needs but cannot command. An organisation whose leaders think in systems and build durable alliances moves faster and with less internal friction; one that relies on hierarchy alone sees promising directions stall in committee. The course rests on established practice in systems thinking, stakeholder power mapping, scenario reasoning and principled persuasion.

## Who Gains Most from Strategic Thinking and Coalition Influence

- Leaders who own an enterprise or divisional direction and must secure sponsorship for it
- Leaders who steer cross-unit transformation without line authority over every contributor
- Leaders who prepare and defend strategic proposals before boards and executive committees
- Leaders who manage relationships with alliance partners, joint ventures and external sponsors
- Leaders who arbitrate between competing unit priorities when shaping a shared agenda

An executive committee, or a leadership group preparing a major directional shift, gains most when several of its members attend together and build one shared coalition picture.

## Strategic Thinking and Coalition Influence Capabilities

Participants leave able to reason about direction at the level of the whole system and to turn that reasoning into sponsorship from the people whose support decides the outcome.

- Assess the second-order effects of a directional choice — executive committee trade-off debates
- Map the power, interests and stance of each sponsor and blocker — coalition design
- Design a persuasive strategic narrative grounded in evidence — board approval sessions
- Weigh competing unit agendas through explicit criteria — portfolio arbitration between peers
- Build reciprocal commitments with partner leaders — alliance and joint venture sponsors
- Test the resilience of a coalition against shifting conditions — long-horizon direction setting

## Key Strategic Thinking and Coalition Influence Terms

- Systems thinking — Reasoning about an organisation as linked parts whose feedback loops and delays shape how any decision plays out over time.
- Guiding coalition — The group of sponsors whose combined authority, credibility and resources can carry a strategic direction through the organisation.
- Power-interest grid — A map placing each stakeholder by influence over a decision and stake in its outcome, to set engagement priorities.
- Strategic narrative — A short, evidence-based account of where the organisation is heading, why, and what each group gains from the move.
- Reciprocity ledger — A record of favours, commitments and exchanges between leaders that sustains trust within a coalition.
- Decision premise — The assumption about markets, capabilities or behaviour on which a strategic choice depends and which can be tested.

## Strategic Thinking and Coalition Influence Day by Day

### Day 1: Reading the Strategic Landscape

- Environmental Scanning Grid — Signals That Should Reshape Organisational Direction
- Stakeholder Ecosystem Map — Where Decision Rights Really Sit
- Strategic Intent Statement — Framing the Direction Worth Defending
- Dilemma Inventory — Tensions Leaders Must Hold Rather Than Resolve
- Leadership Thinking Self-Audit — Habits That Narrow Strategic Judgement

### Day 2: Thinking in Systems

- Causal Loop Diagrams — Feedback Effects Behind Recurring Organisational Problems
- Second-Order Consequence Chains — Hidden Costs of Directional Choices
- Leverage Point Search — Where Small Moves Shift Whole Systems
- Time-Delay Analysis — Patience Thresholds for Strategic Bets
- Boundary Critique — Who Is Left Outside the Decision Frame

## Day 3: Sharpening Strategic Judgement

- Decision Premise Register — Assumptions a Strategy Quietly Depends On
- Pre-Mortem Exercise — Failure Paths Before Committing Sponsors
- Cognitive Bias Checklist — Anchoring and Overconfidence in Executive Debate
- Reversible Versus One-Way Choices — Pace of Commitment
- Red Team Challenge — Stress-Testing a Preferred Direction

## Day 4: Scenarios and Long Horizons

- Critical Uncertainty Matrix — Choosing the Axes of Plausible Futures
- Scenario Storylines — Testing Direction Against Divergent Conditions
- Early Warning Indicators — Signals That Trigger Strategic Review
- Robust Option Screening — Moves That Work Across Futures
- Horizon Portfolio Balance — Core, Adjacent and Exploratory Bets

## Day 5: Mapping Power and Interests

- Power-Interest Grid — Engagement Priority for Each Sponsor and Blocker
- Influence Network Analysis — Informal Brokers Who Sway Opinion
- Interest Decoding Interviews — Motives Behind Stated Positions
- Stance Shift Tracker — Movement of Key Players Over Time
- Resistance Source Diagnosis — Loss, Identity or Uncertainty Concerns

## Day 6: Building the Guiding Coalition

- Coalition Composition Criteria — Authority, Credibility and Reach
- Sponsor Sequencing — Order of Approach to Build Momentum
- Reciprocity Ledger — Exchanges That Sustain Peer Trust
- Shared Agenda Charter — Commitments Each Coalition Member Accepts
- Coalition Health Review — Signs of Drift or Fracture

## Day 7: Persuasion with Evidence

- Strategic Narrative Arc — From Present Tension to Desired Direction
- Evidence Hierarchy — Which Proof Persuades Boards and Peers
- Audience-Specific Framing — Gains Expressed in Each Group's Terms
- Objection Anticipation Map — Prepared Responses to Likely Pushback
- Board Paper Structure — Recommendation, Options and Risk Exposure

## Day 8: Negotiating Across Boundaries

- Interest-Based Bargaining — Trades Between Competing Unit Agendas
- Arbitration Criteria Matrix — Transparent Choices Among Peer Priorities
- Partner Alignment Dialogue — Joint Venture and Supplier Sponsorship
- Escalation Protocol — When Disagreement Moves to Higher Forums
- Commitment Confirmation Notes — Locking In Agreed Contributions

## Day 9: Sustaining Influence Through Change

- Momentum Milestones — Visible Early Gains That Hold Sponsors
- Coalition Renewal Moves — Replacing Departing or Wavering Members
- Strategic Conversation Cadence — Rhythm of Executive Check-Ins
- Influence Ethics Test — Persuasion Without Manipulation
- Credibility Repair Steps — Recovering After a Failed Proposal

## Day 10: Practising the Coalition Influence Plan

- Systems Map Applied — Consequence Chain for a Live Choice
- Power-Interest Grid Applied — Sponsor Priorities for the Chosen Direction
- Narrative Rehearsal — Peer Challenge on the Strategic Case
- Scenario Stress Test — Coalition Resilience Under Divergent Futures
- Coalition Influence Plan — Sponsors, Sequence, Narrative and Commitments

## Applying Strategic Thinking and Coalition Influence After the Course

- Run a power-interest mapping session with your leadership group on one pending directional decision and agree the sponsor sequence.
- Hold a pre-mortem on a strategy due for board approval and revise the decision premise register before the paper goes forward.

## Strategic Thinking and Coalition Influence Questions FAQ

### What is strategic thinking and coalition influence and why does it matter now?

It is the discipline of reasoning about direction across a whole system and then assembling the sponsors who can carry it. It matters now because decision rights are spread across networks, boards demand sharper reasoning, and partners hold resources no single leader controls.

### Which roles gain most from strategic thinking and coalition influence?

Senior leaders who own a direction and need backing beyond their line authority gain most. That includes those who steer cross-unit transformation, defend proposals before boards, manage alliance partners or arbitrate between competing unit priorities.

### How does a strategic thinking and coalition influence course differ from a negotiation or executive presence course?

It joins strategic reasoning to influence. A negotiation course focuses on single deals and a presence course on personal impact; this course links systems thinking, scenarios and judgement to the sponsorship structure that turns a directional choice into organisational momentum.

## What do you bring back from strategic thinking and coalition influence training?

You bring back a coalition influence plan for one live strategic choice. It sets out the consequence chain, the sponsors and blockers, the order of approach, the persuasive narrative and the commitments you will seek, ready to use with your executive group.

## Strategic Thinking and Coalition Influence: The Way Forward

The coalition influence plan first informs which sponsor to approach and with what case for the chosen direction. Executive committee members and strategy office leads use it to align their own engagement. After its first use, the perspective worth revisiting is the stance shift of each sponsor, since coalitions change as conditions and priorities move across the organisation.