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COURSE BROCHURE

# Advanced Strategic Mindset Habits and Assumption Testing Training Course

24 January – 4 February 2027
Online

# Advanced Strategic Mindset Habits and Assumption Testing Training Course

**Ref:** 2799_107269 **Date:** 24 January – 4 February 2027 **Location:** Online **Fees:** 3200 GBP

Strategic Mindset Habits and Assumption Testing is a 2-week training course for senior managers moving into strategic roles, in which participants build a personal judgement playbook of thinking routines they can apply to real decisions. Faster change and noisier information make untested beliefs the most common cause of costly strategic errors. Jupiter Prime Training offers this course on strategic mindset habits and assumption testing.

## Why Strategic Mindset Habits and Assumption Testing Matters Now

Three forces raise the stakes for strategic mindset habits: decisions with longer consequences are being pushed down to managers newly promoted from operational roles, information arrives faster than anyone can verify it, and boards and executives expect reasoning they can follow and challenge. A manager with disciplined thinking habits spots hidden linkages, questions a comfortable consensus and changes course before losses grow. One without them repeats past successes in new conditions and mistakes confidence for evidence. The course draws on established research into systems thinking, cognitive bias and reflective practice, described in plain language.

## Who Gains Most from Strategic Mindset Habits and Assumption Testing

- Senior managers newly responsible for multi-year choices in their function
- Operational heads expected to contribute to executive strategy discussions
- Senior specialists whose advice shapes long-horizon investment decisions
- Initiative sponsors who judge whether major initiatives should continue
- Senior public service managers weighing policy options with uncertain effects

A cohort of managers from one leadership pipeline gains most, because they leave sharing the same questioning routines and can hold each other to them.

## Strategic Mindset Habits and Assumption Testing Capabilities

Participants replace instinctive reactions with deliberate routines for seeing wholes, stretching time horizons, reframing problems and exposing the beliefs beneath a choice.

- Map feedback loops and delays behind a recurring problem — the choice of where to intervene
- Test the critical assumptions beneath a proposal before it is approved — sponsors and approval panels
- Reframe a presenting problem in at least three distinct ways — the scope of the decision
- Apply long-horizon judgement to weigh short-term gains against later consequences — investment choices
- Recognise recurring patterns and weak signals across sectors — early warning to executives

- Build a reflective practice routine that captures lessons from each major decision — personal growth in strategic roles

## Key Strategic Mindset Habits and Assumption Testing Terms

- Mental model — the internal picture a person holds of how something works, which shapes what they notice and ignore.
- Feedback loop — a chain of cause and effect in which a change returns to amplify or dampen itself over time.
- Critical assumption — a belief that, if wrong, would make a strategic choice fail, and which has not yet been verified.
- Reframing — deliberately restating a problem from another angle so that new causes and options become visible.
- Weak signal — an early, ambiguous piece of evidence that a trend or disruption may be forming.
- Decision journal — a written record of the reasoning, expectations and confidence behind a choice, reviewed later against outcomes.

## Strategic Mindset Habits and Assumption Testing Day by Day

### Day 1: From Operational to Strategic Thinking

- Thinking Style Self-Profile — Habits Carried Over From Operational Roles
- Time Horizon Stretch Exercise — Decisions Spanning Several Planning Cycles
- Strategic Versus Tactical Question Sort — Where Attention Should Go
- Judgement Failure Case Studies — Lessons From Energy and Retail Decisions
- Personal Habit Baseline — Routines to Strengthen During the Course

### Day 2: Seeing Systems and Interdependence

- Causal Loop Diagrams — Locating Reinforcing and Balancing Dynamics
- Stock and Flow Sketches — Accumulations That Drive Slow Change
- Delay Identification — Why Results Lag Actions in Complex Settings
- Leverage Point Search — Small Interventions With Wide Effects
- Unintended Consequence Mapping — Second-Order Effects of a Policy Change

### Day 3: Mental Models and Their Limits

- Mental Model Inventory — Beliefs Shaping a Current Decision
- Ladder of Inference Practice — Tracing Conclusions Back to Observations
- Analogy Testing — When Past Cases Mislead Present Choices
- Model Diversity Checklist — Borrowing Lenses From Other Disciplines
- Belief Update Rules — Deciding What Evidence Would Change a View

## Day 4: Reframing Problems

- Problem Statement Rewrites — Shifting From Symptoms to Causes
- Perspective Rotation — Customer, Regulator, Competitor and Employee Views
- Scope Zoom In and Out — Choosing the Right Level of Problem
- Inversion Technique — Asking What Would Ensure Failure Instead
- Question Storming — Generating Better Questions Before Answers

## Day 5: Surfacing and Ranking Assumptions

- Assumption Extraction From Proposals — Making Hidden Beliefs Explicit
- Importance and Evidence Grid — Ranking Which Assumptions to Test First
- Leap-of-Faith Statements — Beliefs a Strategy Cannot Survive Without
- Pre-Mortem Session — Imagining Failure to Expose Weak Points
- Red Team Review — Structured Challenge of a Favoured Option

## Day 6: Testing Assumptions With Evidence

- Cheap Test Design — Small Experiments That Check a Belief
- Disconfirming Evidence Search — Looking for What Would Prove It Wrong
- Base Rate Reference Classes — Outside Views for Forecast Realism
- Calibration Exercises — Matching Confidence Levels to Track Records
- Evidence Threshold Setting — When Enough Is Known to Decide

## Day 7: Pattern Recognition and Weak Signals

- Weak Signal Scanning Routine — Sources Beyond the Usual Reports
- Cross-Sector Pattern Library — Recurring Shifts in Healthcare and Logistics
- Anomaly Logging — Noticing Results That Do Not Fit Expectations
- Trend Versus Noise Tests — Separating Durable Shifts From Fluctuation
- Signal Escalation Criteria — When to Raise Concerns With Executives

## Day 8: Long-Horizon Judgement Under Uncertainty

- Cognitive Bias Checklist — Anchoring, Overconfidence and Sunk Cost Traps
- Future Backcasting — Working Back From a Desired End State
- Option Preservation Thinking — Keeping Choices Open as Uncertainty Lingers
- Time Discounting Awareness — Weighing Distant Consequences Fairly
- Judgement Under Pressure Drills — Holding Discipline in Urgent Decisions

## Day 9: Reflective Practice and Learning Loops

- Decision Journal Method — Recording Reasoning Before Outcomes Are Known
- After-Action Reflection — Separating Luck From Quality of Judgement
- Peer Thinking Partnerships — Regular Challenge From Trusted Colleagues
- Double-Loop Learning — Questioning the Goals Behind Repeated Errors
- Habit Formation Planning — Embedding Routines Into the Working Week

## Day 10: Practising the Personal Judgement Playbook

- Live Decision Clinic — Applying Systems Mapping and Reframing to Real Cases
- Assumption Test Plan — Applying Ranking and Evidence Methods to a Proposal
- Bias and Signal Review — Applying Checklists to a Pending Choice
- Peer Feedback Rounds — Refining Each Participant's Thinking Routines
- Personal Judgement Playbook — Routines, Triggers and Reflection Schedule

## Applying Strategic Mindset Habits and Assumption Testing After the Course

- Run a pre-mortem and assumption ranking on the next major proposal reaching your desk, and share the three critical assumptions with its sponsor.
- Start a decision journal for every significant choice over the month and hold a reflection session with a thinking partner at its end.

## Strategic Mindset Habits and Assumption Testing Questions FAQ

### What are strategic mindset habits and assumption testing, and why do they matter now?

Strategic mindset habits and assumption testing are deliberate thinking routines for seeing systems, stretching time horizons and checking beliefs before acting. They matter now because managers face longer-lasting decisions with less time to verify information.

### Which roles gain most from strategic mindset habits and assumption testing?

Senior managers moving from operational into strategic roles gain most. Senior specialists, initiative sponsors and public service managers who weigh long-horizon options also benefit, because their advice and approvals depend on the quality of the reasoning behind them.

### How do strategic mindset habits and assumption testing differ from a strategic planning course?

Strategic mindset habits and assumption testing build the individual thinking routines behind good judgement. A planning course produces objectives, measures and initiatives for an organisation, while this course strengthens how each manager reasons about any strategic choice.

### What do you bring back from strategic mindset habits and assumption testing?

You bring back a set of tested thinking routines, an assumption test plan for a live proposal and a reflection schedule. Together they help you question choices earlier and explain your reasoning clearly to executives.

## Strategic Mindset Habits and Assumption Testing: The Way Forward

The personal judgement playbook first informs how the next major proposal is challenged before approval. Participants use it daily, and their thinking partners and line executives use its records to discuss reasoning, not just results. After its first use, the habit worth revisiting is calibration, because comparing past confidence with actual outcomes shows where judgement needs most attention.