

## SAMI TRAINING COURSE

### UNDERSTANDING THE FUTURE:

#### Horizon Scanning, Scenario Planning and Futures Thinking

SAMI Consulting is expert in a range of tools and techniques to help you think about the futures. Whether this is simply tracking the way the world is changing, developing alternative images of the future, or using more sophisticated approaches, there are many ways you can learn how to reduce risks and identify opportunities.

This course will teach you the basics of Trend Analysis; Horizon Scanning and Scenario Planning; and other tools for thinking about the future.

#### Course Structure

Each module is structured as:

- A series of inputs of various tools and techniques from the tutor, followed by
- Hands-on exercise, where participants practice using the tools and
- Mutual discussion of practical issues



#### DAY ONE

Introduction to futures thinking

Excercise 1: Changes to the world of work, since 2000. *Over the past 24 years, what trends have brought us to where we are today?*

Introduction to Horizon Scanning

Excercise 2: Identifying Trends

Horizon Scanning tools and techniques

Drivers of change

Excercise 3: Generating drivers of change

Excercise 4: Prioritisation of drivers of change

#### DAY TWO

Introduction to scenario methodologies

Introduction to scenario axes

Excercise 5: Constructing the axes

Excercise 6: Scenario selection

Excercise 7: Scenario and timeline generation

Scenario presentation and plenary discussion

Excercise 8: Policy and Strategy development

Excercise 9: Wind Tunnelling

Introduction to Risk Analysis

Commissioning and delivery of scenario planning projects

Conclusions and reflections



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robust decisions in uncertain times

## How will this course benefit you?

Attending this course will enable you to:

- Gain insights and make sense of today's world
- Understand the requirements and roles of futures analysis
- Learn about the most common futures techniques, and gain experience of using them via exercises
- Discuss the application of the techniques via case studies and sharing experience
- Learn about the use of futures analysis to review opportunities and challenges; and to develop and test policy or strategy options
- Understand how to identify and manage risks
- Network with others engaged in futures analysis
- Have the confidence to apply the lessons learnt
- Become a better manager, alert to a changing environment

## Who should attend?

Anyone who has been given responsibility for Horizon Scanning as part of their role

Anyone who wants to make better and more robust strategic decisions, including:

- Heads of strategy
- Strategy analysts
- Horizon scanners
- Finance directors
- Non-executive directors

## Course style

Two full days in person. Our public courses are usually held in Central London

Five half-days, online.

### **Also available in house**

After years of supporting corporate and government clients, including HM Government's Foresight programme, with a range of courses, we offer bespoke and "off-the-peg" courses to in-house teams. The content of the exercises on these courses can be tailored to the specific environment of the organisation. Typically, these courses would be in workshop format over two days, but can readily be adapted to meet clients' needs. Get in touch to find out more. [training@samiconsulting.co.uk](mailto:training@samiconsulting.co.uk)