



Lesson AHS.34

STRATEGIC THINKING AND PLANNING

Unit. Stage Three of Development—Do

Problem Area. How Do We Create and Accomplish Our Vision?

Precepts. A3: Plan Effectively

National Standards. NL-ENG.K-12.12 — Applying Language Skills — Students use spoken, written, and visual language to accomplish their own purposes.



Student Learning Objectives. As a result of this lesson, the student will ...

- 1 Define strategic thinking and planning.
- 2 Describe the process of strategic thinking and planning.

3 Create a strategic plan.



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Time. Instruction time for this lesson: 50 minutes.



Resources

Hersey, P., K. H. Blanchard, and D. E. Johnson, “Management of Organizational Behavior: Leading Human Resources,” 8th Edition, Upper Saddle River, New Jersey, Prentice Hall, 2001.

Kouzes, J.M. and B. Z. Posner, “The Leadership Challenge,” San Francisco, Jossey-Bass, 1995.



Tools, Equipment, and Supplies

- ✓ Writing Surface
- ✓ Overhead Projector
- ✓ AHS.34.TM.A
- ✓ AHS.34.TM.B
- ✓ AHS.34.TM.C
- ✓ AHS.34.TM.D
- ✓ AHS.34.TM.E
- ✓ AHS.34.AS.A—one per student
- ✓ AHS.34.Assess—one per student

Key Terms. The following terms are presented in this lesson and appear in bold italics:

► ***Mission statement***

- **Strategic planning**
- **Strategic thinking**
- **Transformational leaders**
- **Vision**



Interest Approach

Using a Me-You-Us Moment, teach the following material. This strategy creates a comfortable environment that encourages each student to contribute his or her ideas. First, each student thinks about the question and writes down his or her answer, which is the “me.” Next, students share with one or two others as they compare and modify their answers, which is the “you.” Finally, small groups or individuals share their answers with the entire class, which is the “us.”

Give the following instructions to students:



Take out a clean sheet of paper. Look far into the future and picture yourself 20 years from now.



Using the following questions, write down your answers, which is the “me.”



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Share with one or two others as you compare and modify your answers, which is the “you.”



Finally, small groups or individuals share your answers with the entire class, which is the “us.”



What will you be doing? Where will you be?

Allow a few minutes for students to complete this activity.

Pose the following question to the class. Allow a few students to respond until the desired

response is achieved.



Now that you all know where you want to be in 20 years, how do you get there?

Desired response: planning.

Allow this to lead into discussion of the content of this lesson.

SUMMARY OF CONTENT AND TEACHING STRATEGIES

Objective 1. Define strategic thinking and planning.



This activity will require you to listen closely and then relay that information to your partner.

Teach the following material in a Little Professor Moment. Working in pairs, students take turns teaching the information learned from the teacher. Give the following instructions:



With a partner, you will take turns being the teacher. Quickly decide which one of you will be Einstein and which one will be Edison.

An alternative is to assign students as Edisons or Einsteins.



During this activity, while one group is listening to the teacher, the other will be ignoring the teacher. The group that listened to the teacher will then have a few minutes to teach their partners. Then the roles will reverse.

Using AHS.34.TM.A and AHS.34.TM.B, or the writing surface, have the Edisons copy the following content through transformational leaders (I–A) into their notebooks. Allow them to teach it to the Einsteins. Once they have adequately covered the material, switch the roles and teach the remaining information to the Einsteins and have them share with their partner. Make sure that all students have all the information written in their notes.



Einsteins, it is your turn to pay attention first. Edisons, think about something else.



Allow a few minutes for students to teach.



Now, Edisons, it is your turn to pay attention while the Einsteins think about something else.

Allow a few minutes for students to teach.

- I. As stated in previous lessons, a **vision** is an ideal or unique image for the future. A vision is the end goal of where the organization or individual wants to be. Setting this goal or vision is very important, but this goal by itself will not cause the organization to move toward it.
 - A. Organizations do not move toward the vision without leadership. **Transformational leaders** are leaders who move an organization from the current status toward the vision; that is, transforming an organization and the people in it.
 - B. Transforming an organization requires a plan. This plan requires thinking about how to get from the current status to the vision. This is called **strategic thinking**. Strategic thinking leads to **strategic planning**, which is creating a long-term plan for achieving the vision of the organization or individual.

Review this information using a Voice Modulator Moment.



Now, in your best “Darth Vader” voice, let’s repeat together the definitions of vision, transformational leaders, strategic thinking, and strategic planning.

Objective 2. Describe the process of strategic thinking and planning.

Say to students:



All of you made great teachers. Now, let’s switch gears. This activity will require you to pay close attention and then represent what you have learned in the form of a diagram.

On the writing surface, or using AHS.34.TM.C, present the following information to the students.

Have them record it into their notebooks.

- II. Strategic thinking and planning require a clear vision of where the organization or individual wants to be. This process usually takes place with several people throughout the organization. Without a clear vision, it is impossible to plan how to achieve the vision. Strategic thinking and planning can be broken into several steps.
- A. Clearly state the vision. Make sure everyone involved in the planning clearly understands where the organization wants to be.
 - B. Divide the vision into several major goals set by the group. These major goals should guide the daily operation of the organization or individual. Often, these major goals are written in the form of a mission statement. A **mission statement** is a set of guidelines that contribute to the overall vision of the organization. The mission is accomplished by achieving the goals set by the group.
 - C. Major goals are often too large to achieve at once. It is helpful to divide the major goals into several small goals. These small goals should be attainable. The leaders should also



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lead others in recognizing and celebrating them as they are accomplished. As soon as a small goal is attained, a new small goal should be set.

Use a Cartographer Moment to have students create a diagram that represents this process. If time permits, allow a few students to show their diagrams or hang them on a wall or bulletin board.



Students, create a diagram that represents the process of strategic planning and thinking.

Allow a few minutes for this activity.

Objective 3. Create a strategic plan.

Say to students:



This activity will apply what you have learned so far today. It will require you to think deeply about what you want to accomplish in your life.

Distribute AHS.34.AS.A to the students. Instruct them not to proceed until told to do so. Using AHS.34.TM.D, or the writing surface, complete your own strategic plan as an example. AHS.34.TM.E may also be used as an example. Proceed through each step, checking for student comprehension along the way.

III. Using the process outlined in Objective 2, create a personal strategic plan.

If time permits, allow a few willing students to share their plans.



Review/Summary

Read each objective of this lesson to the class to reinforce what each student is expected to learn from this lesson. Specific content can be reviewed using a Choral Response Moment.

At this time pass out AHS.34.Assess.



Application

►Extended Classroom Activity:

Invite a local business or community leader to discuss strategic planning with the class.

►FFA Activity:

Have students create a strategic plan for the local FFA chapter.



►SAE Activity:

Have students create a strategic plan for their SAE project.

✓ Evaluation

AHS.34.Assess

Answers to Assessment:

1. Thinking about how to get from the current status to the vision
2. Creating a long-term plan for achieving the vision
3. Clearly state vision, divide vision into major goals, and then divide major goals into small goals



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AHS.34.Assess Name: _____

STRATEGIC THINKING AND PLANNING

►Short Answer

Briefly answer the following statements.

1. Define strategic thinking.

2. Define strategic planning.

3. What are the steps for strategic thinking and planning?



AHS.34.TM.A

INFORMATION FOR EINSTEINS

◆ ***Vision***—an ideal or unique image for the future

◆ ***Transformational leaders***—move an organization toward the vision



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AHS.34.TM.B

INFORMATION FOR EDISONS

◆ ***Strategic thinking***—how to get from the current status to the vision

◆ ***Strategic planning***—creating a long-term plan for achieving the vision



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AHS.34.TM.C

THE PROCESS OF STRATEGIC THINKING AND PLANNING

- ◆ Clearly state the vision
- ◆ Create mission
- ◆ Divide vision into major goals
- ◆ Divide major goals into small goals



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AHS.34.TM.D

STRATEGIC PLANNING WORKSHEET

Step 1: Create a Clear Vision of Where You Want to Be

Vision

Step 2: Create Mission Statement

Mission

Step 3: Divide into Major Goals

Major Goal 1

Major Goal 2

Major Goal 2

Step 4: Divide Major Goals into Small Goals

Small Goal

Small Goal

Small Goal

Small Goal

Small Goal

Small Goal

Small Goal

Small Goal

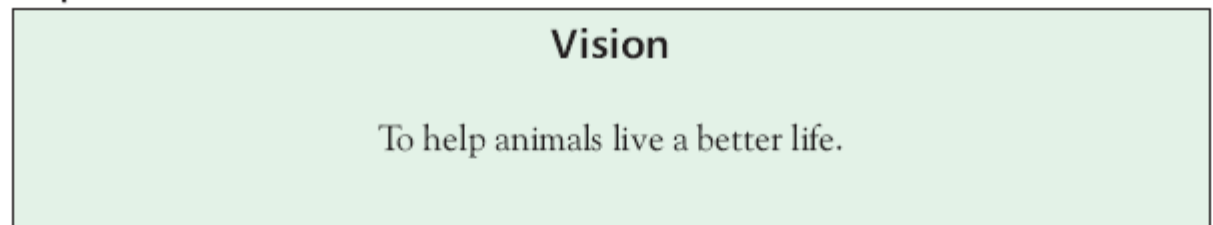
Small Goal



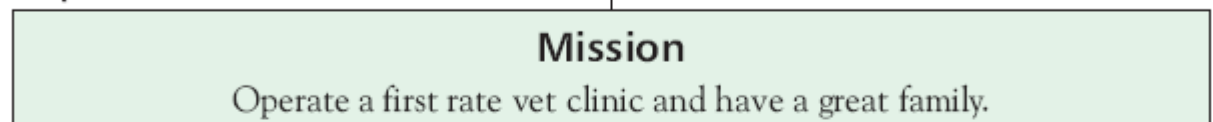
AHS.34.TM.E

EXAMPLE STRATEGIC PLANNING WORKSHEET

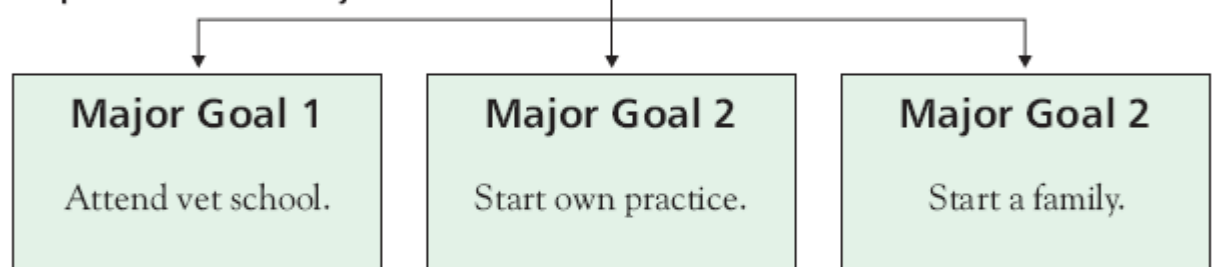
Step 1: Create a Clear Vision of Where You Want to Be



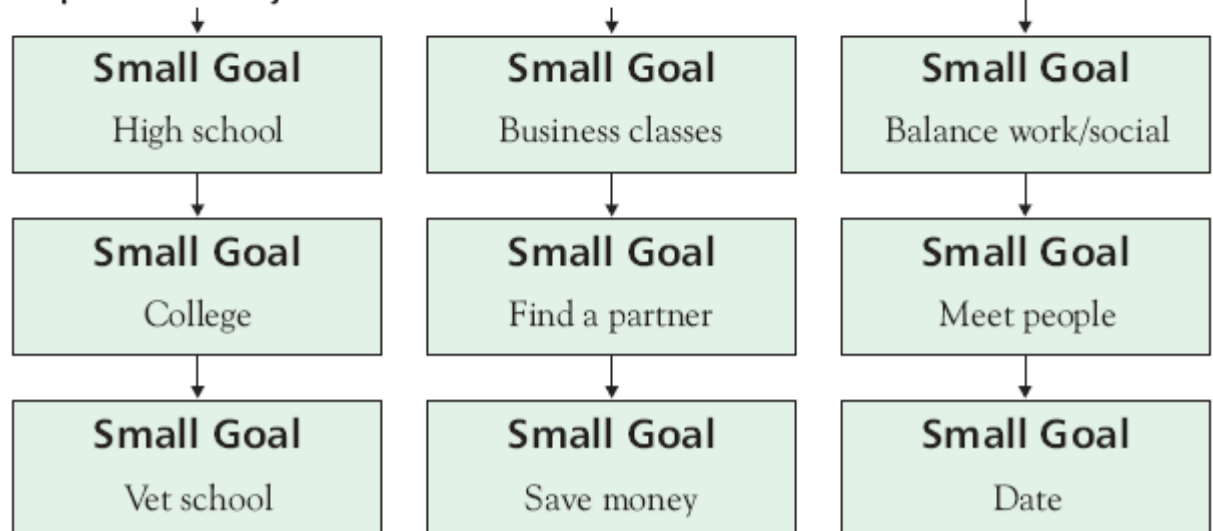
Step 2: Create Mission Statement



Step 3: Divide into Major Goals



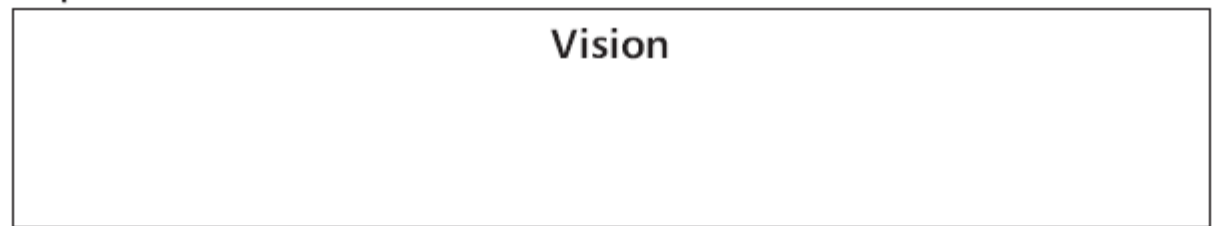
Step 4: Divide Major Goals into Small Goals



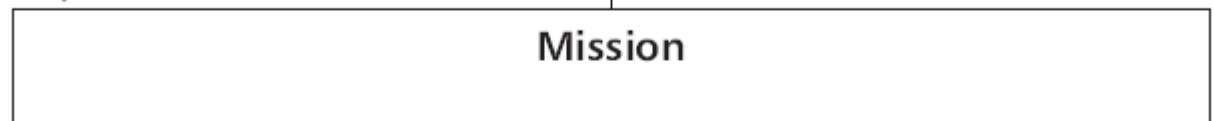
AHS.34.AS.A Name: _____

STRATEGIC PLANNING ACTIVITY SHEET

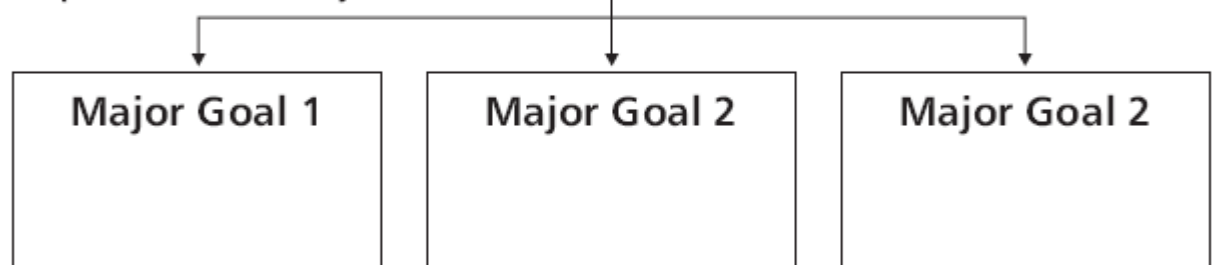
Step 1: Create a Clear Vision of Where You Want to Be



Step 2: Create Mission Statement



Step 3: Divide into Major Goals



Step 4: Divide Major Goals into Small Goals

