FSC

Foresight Strategy Cockpit

Overview:
Modules and Methods



Software supported 1/2

	Trd	Ino	Ris	Sce	Str	Rtd	Tec
្លុំ Alternative Scenario Creation	•	•	•	•	•	•	•
0% Cluster Analysis	•		•	•	•	•	
Consistency Analysis	•	•	•			•	•
Cross-Impact-Analysis					•	•	
Decision Matrix	•	•	•			•	•
Environmental Scanning	•		•		•	•	
Exploratory Scenario Creation	•	•	•			•	•
© Goal Assessment	•	•	•			•	•
-☆- Idea Analysis	•		•	•	•	•	•
డ్డ్ Ideation			•	•	•	•	
Indicator Monitoring	•		•		•		
Measure Management	•		•		•	•	
Monitoring	•		•		•	•	
🖺 Real-Time Delphi	•	•	•	•	•		•
Reporting							
♠ Risk Analysis	•	•		•	•	•	•
指 Roadmapping			•			•	



Software supported 2/2

	Trd	Ino	Ris	Sce	Str	Rtd	Tec
	•		•	•	•	•	
🖫 Strategy Definition	•	•	•			•	•
ुःः Strategy Evaluation	•	•	•			•	•
Survey			•	•	•	•	
រញ្ញុំ៖ Technology Analysis	•	•	•	•	•	•	
		•	•	•	•	•	•
Uncertainty Analysis	•	•	•			•	•



$\textbf{Software supported} \cdot \textbf{Whiteboard}$

	Trd	Ino	Ris	Sce	Str	Rtd	Tec
№ 7S	•		•		•	•	
← Backcasting					•	•	
Brainstorming						•	
⚠ Business Model Development						•	
Fifth Scenario						•	
😩 Futures Conference						•	
Futures Wheel						•	
ម្រី Futures Workbench						•	
₿ Mind-Mapping			•			•	
						•	
☆ Starbursting						•	
Strategy Map						•	
⊕ SWOT Analysis						•	
★ Three Horizons						•	
>>> Value Chain Analysis						•	
◆ Visioning						•	



Not software supported

	Trd	Ino	Ris	Sce	Str	Rtd	Tec
Brainwriting	•	•	•		•	•	•
₽ Expert Forum	•	•	•	•	•		•
🔊 Expert Interviews	•	•	•	•	•		•
<i>ç</i> Gaming	•	•	•	•		•	•
∰ Multi-Perspective Dialogue	•	•	•	•		•	•
© Open Space		•	•	•		•	•
Scenario-Mentor-Workshop	•	•	•	•		•	•
Scenario-Writing	•	•	•	•		•	•
? Seven Questions	•	•	•	•		•	•
∜ Windtunneling	•	•	•			•	•
₩ World-Café						•	•





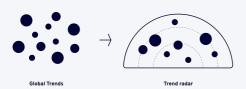


Trd

Trend Management

Grasping change and complexity

TREND RADAR



OUR TREND LOOP

FOCAL ISSUE

Define the area of focus.

SIGNALS
Scan data bases and knowledge.

PATTERNS
Aggregate signals to patterns.

TRENDS

Define trends with impacts.

5 CLUSTER
Analyze clusters and related trends.

6 EVALUATE
Rate and assess trends with experts.

MONITORING
Observe and assess developments.

TRANSFER
Results and strategic implications.

WHAT IS TREND MANAGEMENT?

Our world is becoming more complex and volatile than ever before with vast changes in society, technology and markets alike. Trends have become a symbol for this and, over the last few decades, it has become common practice to use them to understand future developments and impacts. However, the stabilizing and continuous nature of trends is starting to crumble as insights about megatrends and new technologies have to be adapted to the specific deterministic of the environment in which they unfold. The direction and implications of trends can change rapidly, while considering different markets, cultures and political systems as well as their resonance in media.

THE IDEA: DATA AND PEOPLE DRIVEN

We believe that the core of each trend management process is the interaction between people and data. In today's organizations, a diverse expertise is essential to finding new signals and combining future impacts with strategic implications. However, the term expert has often been too narrowly defined. For holistic trend management, every individual unit of an organization has insights to share and more importantly data to back them up with. Instead of working in data silos, data and expertise have to be shared and systematically aggregated. Thus, we have developed a software and data-driven concept - the trend management loop, with places the Foresight Strategy Cockpit front and center.











OUR VALUES IN SHORT

- ✓ Collaborative trend management
- ✓ Browser Add-on and App for faster integration of relevant pieces of information
- Trend monitoring in real-time
- Automated reporting functions for fast communication
- Fully supported and trained by our Foresight experts

THE FORESIGHT STRATEGY COCKPIT TREND MANAGEMENT MODULE

The Foresight Strategy Cockpit Trend Management module combines all aspects of our approach in a web-based analysis support system. The Cockpit allows all users to integrate and share their knowledge, evaluate developments and create patterns by linking insights together.

Furthermore, the Foresight Strategy Cockpit (FSC) entails an indicator and trend database as well as access to media analysis to monitor developments in real-time.

COLLABORATIVE TREND MANAGEMENT

With the FSC, the amount of coordination and programs needed to manage trends and signals are reduced to one. Through a holistic aggregation of internal information, external expert knowledge and data-driven insights, every unit can collectively contribute to the assessment of relevant trends and their developments. All insights created can be exported as ready-to-use reports just by the click of a button.

DATA-DRIVEN SCOUTING & MONITORING

Besides people-driven knowledge, data is the backbone of each trend management process. The FSC gives access to indicators and media analysis to monitor country-specific trends in real-time. With our data-driven environmental scanning, new signals or market developments can be detected via our own Browser Add-On integrated in the FSC.



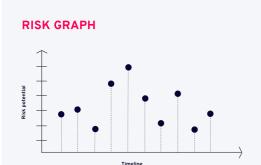




Ris

Risk Management

Risk inside a VUCA environment



OUR RISK HEAT APPROACH

40°

PREVENT

Determine risk profiles for identification.

30°

REDUCE

Evaluate risks and their impacts.

20°

LAY-OFF

Counter measure and define strategies.

10°

ACCEPT

Monitor risk for early warning detection.

WHAT IS RISK MANAGEMENT?

VUCA stands for Volatile, Uncertain, Complex, and Ambiguous - a synonym for the daily business environment in which we operate. High impact events and their consequences, such as the financial crisis, demonstrate that a new way of thinking about risks and their management is needed. Instead of trying to forecast unpredictable risks, new analytical frameworks are needed with longer time frames for strategic planning. Big data and diverse expert knowledge allow us to combine real-time insights with strategic implications in an agile way.

THE RISKS OF RISK MANAGEMENT

Companies and public institutions are operating in a complicated and volatile environment, where new risks are constantly evolving, while others are changing direction with meaningful impacts. Our approach consists of different phases reflecting the strategic vulnerability of a risks, while considering its unique aspects:

LAYERS ARCHITECTURE – Risks and opportunities should be analyzed from different perspectives.

INDEPENDENCES – Risks have an influence on each other and are shaped by alternative future outcomes.

CONSTANT MOVEMENT – An efficient monitoring over time and with data to back it up is often missing.

THE FORESIGHT STRATEGY COCKPIT RISK MANAGEMENT MODULE

The Foresight Strategy Cockpit Risk Management module combines data and expert knowledge in one collaborative environment to manage each state of risks. Furthermore, the Foresight Strategy Cockpit (FSC) entails an indicator and risk database as well as access to media analysis to monitor developments in real-time.









COLLABORATIVE RISK MANAGEMENT

With the FSC, the amount of coordination and programs needed to manage risks and signals are reduced to one. Through a holistic aggregation of internal information, external expert knowledge and data-driven insights, analysts can collectively contribute to the assessment of relevant risks and their strategic impacts. All insights created can be exported as ready-to-use reports just by the click of a button.

EARLY CRISIS DETECTION

Bringing together qualitative data from media analysis and quantitative indicators, analysts can monitor the stability and development of risks in real-time. With that, the stability of a country or business sector can be monitored to detect triggers or preventers that may be relevant for future crises and risk management.

- ✓ Collaborative risk management
- ✔ Browser Add-on and App for faster integration of relevant pieces of information
- Risk monitoring in real-time
- Automated reporting functions for fast communication
- Fully supported and trained by our Foresight experts





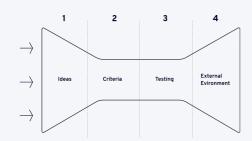


Ino

Innovation Management

New solutions for future challenges

INNOVATION FUNNEL



OUR INNOVATION PROCESS

- DEFINE PRIORITIES

 Define your priorities and understand your environment.
- COLLECT IDEAS

 Collect ideas collaboratively and with different methods.
- CONCRETISE IDEAS

 Make the ideas of a community available and improve them together.
- RATE IDEAS

 Rate and assess ideas inside or outside your organization.
- EVALUATE RESULTS

 Evaluate the ideas according to your decision criteria.
- PUT IDEAS INTO PRACTICE

 Create concepts and transform the ideas into a roadmap.
- MONITORING

 Follow the implementation of your ideas in the roadmap and adjust it at any time.

WHAT IS INNOVATION MANAGEMENT?

Ideas are the root of innovation: By collaboratively collecting and evaluating ideas we can identify new products, business models or operational improvements. Diversity of opinions, views and knowledge is the key to developing innovative solutions. In the Foresight Strategy Cockpit users can collaboratively discuss and rate ideas and other insights. New ideas can be easily created, edited and updated and if necessary, external knowledge can be included through survey methods.

EXPLOIT YOUR CREATIVE POTENTIAL

Ideas are innovative consequences classified within a certain context, such as time, emphasizing their respective advantages and disadvantages. Idea Analysis, like Trend Analysis, evaluates ideas using as many individual opinions as possible. Evaluation criteria are determined beforehand by an administrator. Ideas can be linked with qualitative or quantitative information to boost and strengthen their positions. The group evaluation results are reported in a Rating Matrix, Radar or Portfolio according to statistical calculations.









THE FORESIGHT STRATEGY COCKPIT INNOVATION MANAGEMENT MODULE

With its Innovation Management module, the Foresight Strategy Cockpit (FSC) helps your company to organize new and existing ideas, analyze and evaluate them and put them into practice. Take a joint look at all the decisive factors that determine the realization and chances of success of your entrepreneurial ideas. Our customizable tool enables users to freely adjust adjust evaluation criteria, user rights and role management and to individualize for different projects. Therefore, you can create individual and different evaluation criteria for different idea projects and can decide which employees have access to which project.

COLLABORATIVE IDEA ANALYSIS

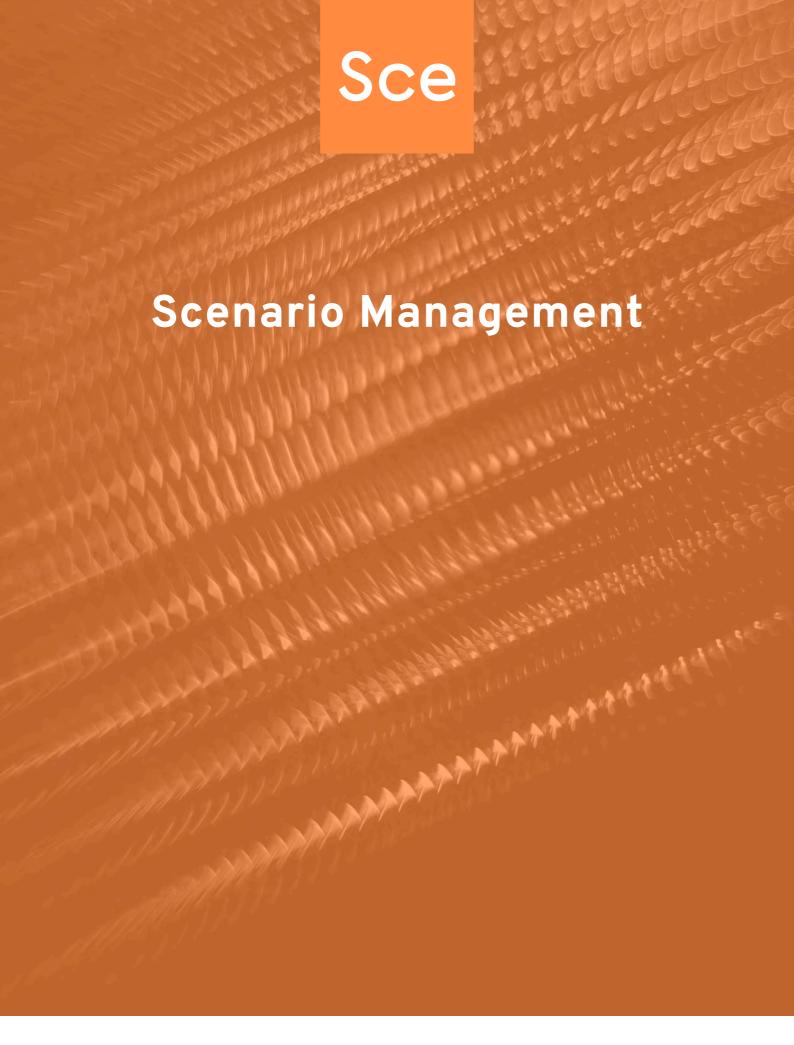
Evaluate ideas in your team by using customizable evaluation criteria. Invite external experts and let them participate in the process with our Survey method. Observe the whole process in real-time. The system automatically processes individual ratings into consolidated and meaningful data.

DATA-DRIVEN SCOUTING & MONITORING

With the visualization options of the FSC it is easy to interpret results and decide transparently which ideas should prevail over others. On this basis, corresponding implementation strategies can be formulated. All insights created can finally be exported as ready-to-use reports (as .pdf or .docx) just by the click of a button.

- Collaborative innovation management
- Browser Add-on and App for faster integration of relevant pieces of information
- Innovation monitoring in real-time
- Automated reporting functions for fast communication
- Fully supported and trained by our Foresight experts





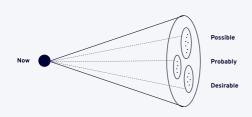


Sce

Scenario Management

Reduce uncertainty and complexity

FUTURE FUNNEL



OUR SCENARIO PROCESS

SCOUTING FOR WEAK SIGNALS

Search and identify Weak Signals, trends or other information.

- DERIVE FACTORS

 Use various methods to guide the first possible factors.
- 3 ENVIRONMENTAL SCANNING
 Check and add your factors with the environment scanning methods.
- DETERMINE KEY FACTORS

 Identify factors with the strongest impact and most uncertain development process.
- CREATE SCENARIOS

 Create scenarios through the combination of factors and projections.
- ANALYSE SCENARIOS
 Use various methods such as backcasting to analyse scenarios and derive your results.
- COMMUNICATE RESULTS

 Export, share and publish your results with the click of a button.

WHAT IS SCENARIO MANAGEMENT?

In the scientific field of Futures Studies, one single future does not exist. Instead, it is assumed that there are several futures from which one will occur someday. By developing scenarios ("drafts" or "images" of the future), you mentally prepare for possible future events and minimize the risk of getting caught off guard.

Our Scenario Management module not only allows users to create scenarios, it enables you to establish and maintain a whole scenario building process in your organization. Therefore, organizational resources of knowledge and insights can be easily integrated, connected and collaboratively analyzed.

ACTIVELY ENGANGE WITH POSSIBLE FUTURES

A scenario is a hypothetical way the future could develop and should be investigated and analyzed. It is made of a combination of projections belonging to two or more factors and described in detail.

The scenario management module offers three different methods of scenario construction. The alternative and explorative scenario construction as well as the consistency analysis. The latter is indispensable if a large number of factors and project pairs are to be analysed. In the consistency analysis, the consistency of projection pairs is evaluated and the system then calculates consistent raw and mixed scenarios.

THE FORESIGHT STRATEGY COCKPIT SCENARIO MANAGEMENT MODULE

Our Scenario Management module supports three established scenario-creating techniques. The module is completed by additional methods, such as Environmental Scanning, Mind Mapping and a fully automated report method to publish and export results.









FLEXIBLE SCENARIO CREATION WITH NO LIMITS

In the Explorative Scenario Construction, users can create, edit and update factors with a few clicks. Within a factor, an unlimited amount of projections can be created. From these factor-projection-combinations detailed and differentiated scenarios can be designed.

QUICK AND SIMPLE: THE FOUR-AXIS SCENARIO MODEL

In the Alternative Scenario Construction two factors, each with two extreme projections (i.e. best and worst possible course) are set against each other in a matrix with four quadrants. Each factor-projection combination is described and thus, four scenarios are generated. The creation of a wild card as a fifth scenario is also possible.

RELIABLE SCENARIOS THROUGH COLLABORATION

The Consistency Analysis is a powerful tool for generating consistent and therefore, conclusive scenarios. The rating of consistencies can be done collaboratively - by all relevant members of your organization. The calculated scenarios are visualized either as clusters or in a two or three dimensional room.

- ✓ Holistic scenario management
- Recognize opportunities and risks to adapt your strategy
- Browser Add-on and App for faster integration of relevant pieces of information
- Automated reporting functions for fast communication
- Fully supported and trained by our Foresight experts



Str

Strategy Management



Str

Strategy Management

Facing future challenges with agile strategies

ANSOFF-MATRIX



OUR STRATEGY PROCESS

DEFINE GOALS AND SCENARIOS

Define your goals with the Goal Assessment method and develop appropriate scenarios.

2 DERIVING FIELDS OF ACTION AND OPTIONS FOR ACTION

Derive suitable fields of action and their options.

CREATE STRATEGIES

Create and discuss different strategies in

Collaboratively evaluate the possible strategies against the objectives and scenarios at different time intervals.

DECIDE

Use different methods to decide which strategy is the best at what time.

6 REPORT
Export, share and publish your results with the click of a button.

WHAT IS STRATEGY MANAGEMENT?

Is your strategy flexible enough for future challenges? We cannot predict the future, even with the best Foresight methods. However, we can help you to make your strategies so agile that you can deal with changes and react quickly.

This is particularly relevant in VUCA environments (Volatile, Uncertain, Complex and Ambiguous) in which disruptions announce themselves with signals that are difficult or impossible to detect, but which have massive and unexpected effects due to systemic networking. By thinking about possible versions of the future today, you can recognize the course of the future early on.

THE IDEA: COMBINING STRATEGIES WITH SCENARIOS

A strategy is a plan including a set of action measures designed to bring about a desired future or to prevent an unpleasant future from becoming a reality. A strategy is selected to achieve a long-term or overall aim. Our Strategy Management module offers various methods to develop and stress-test your strategy. Therefore, it matches new or existing strategies with developed scenarios to test the future robustness of each strategy. For this purpose, new or existing strategies are compared with developed scenarios or goals and put into a temporal context. This allows you to deduce at which point in time which strategy is the most effective and when a strategy change must be initiated.







OUR VALUES IN SHORT

- ✓ Collaborative strategy management
- A set of established Workshop methods
- Browser Add-on and App for faster integration of relevant pieces of information
- Automated reporting functions for fast communication
- Fully supported and trained by our Foresight experts

THE FORESIGHT STRATEGY COCKPIT STRATEGY MANAGEMENT MODULE

Our Strategy Management module combines all aspects of our approach in a web-based analysis support system. The Foresight Strategy Cockpit (FSC) allows all users to integrate and share their knowledge and evaluate strategies and decision possibilities. Strategies can be seamlessly linked with other insights. Furthermore, the module entails a range of established workshop methods, i.e. Backcasting, Visioning or Futures Workbench.

DEFINE MULTIPLE STRATEGIES AT ONCE

In our Strategy Definition method, users can create a set of action fields – areas in which their own organization operates – each including attachments, tags and links to other entity types. Within an action field, several action options are created, to differentiate between all possible tactical measures. By combining action options of different action fields, strategies are formed in a systematic and transparent way.

TEST YOUR STRATEGIES IN DIFFERENT SCENARIOS

Instead of relying on the future success of your strategy, evaluating the performance of your strategy in different possible scenarios is more promising. Let your teammates rate different strategy-scenario-combinations and finally find out the overall fragility and robustness of your strategies. Then start with the implementation of the strategies.





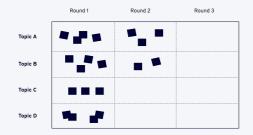




Real-Time Delphi

Foresight and idea generation with expert knowledge

REAL-TIME SURVEY



OUR REAL-TIME DELPHI PROCESS

- DEFINE RESEARCH DESIGN
 Formulate questions, create evaluation criteria (optional).
- CHOOSE EXPERTS
 Invite experts to the RTD according to the research design.
- PERFORM THE RTD

 Start RTD and query the findings and assessments of participants.
- REMIND PARTICIPANTS

 Remind participants of (multiple)
 participation and motivate them.
- 5 EVALUATION
 Visualise, evaluate and share results with relevant stakeholders.

WHAT IS REAL-TIME DELPHI?

The world today is more unpredictable and complex than ever before. Changes in politics, economics, technology, society and the environment are closely intertwined. Understanding and anticipating them requires interdisciplinary and diverse expertise. To get a holistic picture of future developments, it is therefore useful to consult a large number of experts from different fields. With the help of the Real-Time Delphi method it is possible to do this quickly and easily. Furthermore, the method can be used to collect ideas and creative solutions.

COMBINING INDIVIDUAL KNOWLEDGE FOR CONSENSUS

Real-Time Delphi (RTD) is a further development of the previously used round-based expert survey. Nowadays, a Real-Time Delphi is conducted digitally and over a definable period. When answering the questionnaire, participants are confronted in real time with the consolidated voting results of the group. They are motivated to participate several times to revise their assessment of the group's opinion if necessary. Consensus-building, even on controversial issues, is encouraged and ultimately simplifies strategic decision-making processes.

FORESIGHT STRATEGY COCKPIT REAL-TIME DELPHI

Our Real-Time Delphi has all the classic question types of social research, from free text questions to matrix questions to drag & drop ranking. Trends, risks, ideas, actors or technologies from existing Foresight processes can also be evaluated, commented on and discussed concerning individual evaluation criteria. If required, participants can submit one self-assessment per question their expertise. This helps the subsequent evaluation and derivation of strategic measures. All information provided by participants remains anonymous.







CONFIGURE QUESTIONNAIRES EASILY

With the Foresight Strategy Cockpit (FSC), the time required for setting up and evaluating extensive expert surveys can be reduced to a minimum. Participants can simply be imported into the system and invited and reminded by e-mail. The questionnaire can be designed dynamically based on rules to ask specific questions in a targeted manner.

Our RTD not only supports the evaluation of entities, but also offers participants the opportunity to write, evaluate and comment on arguments (Dynamic Argumentative Delphi).

EVALUATION IN REAL-TIME

The progress of a survey can be monitored in real-time at the FSC while it is still being carried out. A variety of meaningful visualisations are available for the interpretation of the results. A complete report can be generated and exported with a few clicks. For demanding users, an export in tabular form is available for further statistical processing.

- ✓ Functional Real-Time Delphi
- ✓ Simple setup and evaluation
- ✓ Wide variety of question types
- Meaningful analysis functions
- Integration of the results into further Foresight processes
- Comprehensive support and training by our Foresight experts







Tec

Technology Management

Detecting and monitoring technological developments at an early stage

MONITORING RADAR



OUR TECHNOLOGY PROCESS

1 IDENTIFY TECHNOLOGY FIELDS

Determine fields of technology and derive technologies.

- EVALUATE

 Evaluation and assessment of technologies with internal and external experts.
- ANALYSE STAKEHOLDER
 Conduct market analysis and identify stake holders and start-ups and assign them to technologies.
- DESIGN TECHNOLOGY
 ROADMAP

Design a technology roadmap and link it to resources and markets.

- MONITORING

 Observe and analyse technological developments and stakeholders/
 start-ups.
- 6 ADAPT
 Update & adapt the technology roadmap.

WHAT IS TECHNOLOGY MANAGEMENT?

The world is more unpredictable and complex than ever before, with enormous changes in social, technological, economic, ecological and political areas. Technologies have been one of the focus points in recent years, as they have a massive impact on the everyday life and strategic orientation of companies.

Development cycles of new technologies are becoming shorter and shorter. To be able to identify and assess future technologies and their effects at an early stage, more than purely technical expertise is required. Rather, socio-cultural factors, market characteristics, political systems and the resonance of users and media must be identified and taken into account.

THE IDEA: DATA AND EXPERT DRIVEN

The core of any technology management process is the interaction between experts and data. However, the term expert is often defined too narrowly. In the sense of holistic technology management, each unit of a company has valuable insights that need to be shared, and above all, data that supports them. Instead of working in data silos, data and expertise must be exchanged and systematically combined. Accordingly, we have developed a software- and data-driven concept in which the Foresight Strategy Cockpit is at the centre.







FORESIGHT STRATEGY COCKPIT TECHNOLOGY MANAGEMENT MODULE

The Foresight Strategy Cockpit (FSC) combines the entire technology management process in a web-based software. It enables users to integrate and share their expertise, evaluate developments and create patterns by linking insights. Furthermore, the FSC has an indicator and patent database and access to monitoring for real-time monitoring of technological developments.

COLLABORATIVE TECHNOLOGY MANAGEMENT

With the FSC, the effort to analyse technological developments is reduced to a minimum. Through a holistic combination of qualitative information, external expert knowledge and data-based findings, each unit of an organisation can jointly contribute to the evaluation of relevant technology trends and their developments. At the push of a button, all findings can be exported as finished reports (as .docx or .pdf).

DATA DRIVEN SCOUTING & MONITORING

In addition to human expertise, data is the foundation for tracking technological developments. For this purpose, the FSC offers access to indicators, patents and monitoring, to be able to observe the development of technologies in real-time at an early stage. All the information obtained can be interlinked and harmonised.

- Collaborative analysis o technological developments
- ✓ Access to indicators and patent database
- Browser Add-on and App for faster integration of relevant pieces of information
- Real-time technology monitoring
- Automated report functions for fast communication
- Comprehensive support and training by our Foresight experts





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