

INSPIRING STRATEGIC FACILITATION

F.O.C.U.S

Facilitating Outcomes through Comprehensive and Unique Strategies

You can break that big plan into small steps
and take the first step right away.
– Indira Gandhi

THINKING
BEYOND
POSSIBILITIES

INFLUENCE SOLUTIONS PTE LTD

Holding you STEADY in a changing world



STRATEGIC FACILITATION - THE FOUNDATION FOR SUCCESS

Strategic facilitation is the key to navigating dynamic, disruptive realities, complex challenges, building consensus, and driving results.

It helps organizations to achieve their goals by bringing stakeholders together to develop strategies, solve problems, and make decisions.

Effective strategic facilitation involves creating a collaborative and inclusive environment that enhances trust, builds camaraderie, and encourages creativity, communication, and engagement among all participants

EVENTS THAT BENEFIT FROM STRATEGIC FACILITATION

- ◆ Strategy Planning Sessions
- ◆ Management Retreats
- ◆ Annual Planning / Work Planning Sessions
- ◆ Quarterly Strategy / Business Review and Monitoring Sessions
- ◆ Departmental Planning Sessions to close the execution gap
- ◆ Strategic Thinking Workshops
- ◆ Leadership Alignment Sessions
- ◆ Stakeholder Engagement Sessions
- ◆ Team and Trust Building Sessions
- ◆ Conflict Resolution / Management Sessions
- ◆ Relationship Transformation Sessions
- ◆ Focus Group Sessions

**Experience
the
difference**

It takes a special kind of person to guide and also inspire a roomful – with virtual attendees spread out in 4 countries – of opinionated and vocal leaders!

The session was planned and executed with precision; and with Mukul's direction, the objectives were met with blinding speed.

Ai Min Lim, Group Director – Legal & Compliance, BoardRoom Ltd

THE INFLUENCE SOLUTIONS ADVANTAGE



OUR COLLABORATIVE APPROACH: encourages participation & engagement from all your stakeholders



CUSTOMISED SOLUTIONS: We work closely to understand your specific needs and custom design processes to ensure your objectives are achieved



FINELY CURATED ENGAGING, EMPOWERING AND ENLIGHTENING EVENTS:

All elements of the Emotive Learning framework are leveraged to convert business meetings into high energy, exciting and empowering events that end not just with clarity and action plans, but also the inspiration to act on them



MEASURABLE VISIBLE RESULTS: Our results-oriented approach ensures you achieve measurable results that drive organizational success.



EXPERIENCED AND HIGHLY SKILLED F.I.R.S.T. MASTER FACILITATORS:

- **Seasoned professionals** with thousands of hours coaching, mentoring and facilitation experience, they are **conversant with an array of tools** that are critical for the facilitation of strategy, planning and execution sessions.
- **What makes our facilitators truly exceptional** are their superlative conversational skills, high emotional and cultural awareness, active listening and solutions-focused questioning / facilitation techniques.



AN AMAZING ARRAY OF TOOLS & RESOURCES AT YOUR DISPOSAL:

Strategy Planning and Analysis tools for long-term goals and objectives:

- Visioning
- Scenario Planning
- SWOT (Strengths, Weaknesses, Opportunities, Threats) analysis
- PEST (Political, Economic, Social, Technological) analysis

Performance Measurement and Progress Tracking Management Tools

- OKR (Objectives Key Results) and KPI (Key Performance Indicators) approach
- Balanced Scorecard
- Performance Metrics

Problem-solving tools for assessing and improving business processes

- Business Process Mapping
- Fishbone / Ishikawa Diagram
- Root Cause Analysis
- Force Field Analysis

Quality Improvement and Project Management Methodologies

- Agile Methodology
- Benchmarking
- Lean Six Sigma

Project Planning, Management, Execution and Team Collaboration Tools

- Action Planning
- Brainstorming
- Six Thinking Hats
- Gantt Chart



TEN MEASURABLE OUTCOMES

- ➔ **CLARITY:** We ensure your goals, objectives and priorities are clearly established
- ➔ **COLLABORATION:** Best practices to foster clear communication, collaboration, idea generation and decision making are practised and perfected
- ➔ **INNOVATION:** Ideation and collaboration tools used create powerful possibilities for new products and services to be created, and processes strengthened.
- ➔ **PROBLEM SOLVING:** Identification and solutioning of critical business processes result in improved efficiency, productivity and profitability.
- ➔ **GOAL SETTING:** Clear and achievable goals result in development of a powerful roadmap for the organisation's growth and success
- ➔ **EMPOWERMENT:** The opportunity for people to speak out and co-create strategies leads to improved morale, motivation, and engagement.
- ➔ **STRATEGY DEVELOPMENT:** A clear, effective and co-created strategy helps guide the organisation's efforts and resources towards achieving its goals. more efficiently and effectively.
- ➔ **LEADERSHIP DEVELOPMENT:** An expertly facilitated session provides opportunities for people to develop and demonstrate their leadership skills. This results in improved communication, collaboration, and decision-making.
- ➔ **ACCOUNTABILITY:** Clear objectives with mutually established milestones enhance accountability, result in improved performance and business success.
- ➔ **CONTINUOUS IMPROVEMENT:** A good strategy session helps to promote a culture of continuous learning and improvement. This results in improved efficiency, effectiveness, and innovation.

There is a reason they call Mukul – The Change Maker... he brings every sense of it across.. decorated author, people motivator, listener... executive whisperer! Such panache coupled with grounded humility.. reach out... you won't be disappointed.

Terry Smagh, SVP & GM Asia Pacific and Japan, INFOR

"It's time to focus on execution of strategy."

Gary Black

YOUR STRATEGY SESSION SUCCESS CHECKLIST

	Activity / Task	Status
PRE-SESSION	Define the objective: to design the agenda & right activities	✓
	Ensure right mix of participants from all stakeholder groups	
	Choose a conducive, accessible venue with required facilities	
	Ensure Agenda covers Objectives, Activities and Desired Outcomes	
	Share the agenda in advance so that participants come prepared	
	Share relevant pre-reading so that participants are up to speed	
	Conduct pre-strategy sessions, if clarity / alignment is required	
THE STRATEGY SESSION	Start with ice-breakers and energisers to build rapport and openness	
	Review current situation to set the context for focused discussions	
	Deploy Activity Guidance SOPs to ensure discussions are meaningful	
	Encourage everyone to participate in Brain storming sessions	
	Facilitate a SWOT analysis to identify areas that need attention	
	Identify external threats and opportunities with a PEST analysis	
	Prioritise opportunities and obstacles to be dealt with	
	Develop ideas to seize / overcome these opportunities / obstacles	
	Use collaboration tools to convert ideas into risk-tested action plans	
	Ensure roles, responsibilities and timelines clearly stipulated	
Communication plan firmed up		
POST	Plans, deliverables and timelines summarised & review dates fixed	
	Communicate plans, deliverables, timelines & review dates to all	

If you don't know where you are going, you'll end up someplace else

– Yogi Berra

TESTIMONIALS



Karen and Mukul engage the entire cohort actively AND positively, transforming the basic rules of engagement into a journey of discovery and co-creation. Navigating conversations to create learning moments are valuable takeaways

Rena Bay, Senior Manager, Strategic Corporate Comms, MCI



Mukul has the "magic" to bring out the inner spark you have in yourself. Try engaging him and feel the real difference.

Ina Foo, Deputy Director, Maritime & Ports Authority of Singapore



Mukul truly lives up to his title of "The Change Maker" He played a pivotal role as our facilitator. He's insightful, able to provide relevant feedback and keeps us on our feet. Most importantly, he makes it simple and fun!

Valerie Wan, Astellas Pharma, Singapore-Malaysia

Acumen – Allocation – Action



STRATEGICALLY SMART. TACTICALLY SOLID.

INFLUENCE SOLUTIONS

YOUR **F.I.R.S.T.** LEARNING & DEVELOPMENT PARTNER

*Future-ready *Innovative *Relevant *Strategic *Trusted

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