

Warm Ups



Memories of the Future
Warm-up



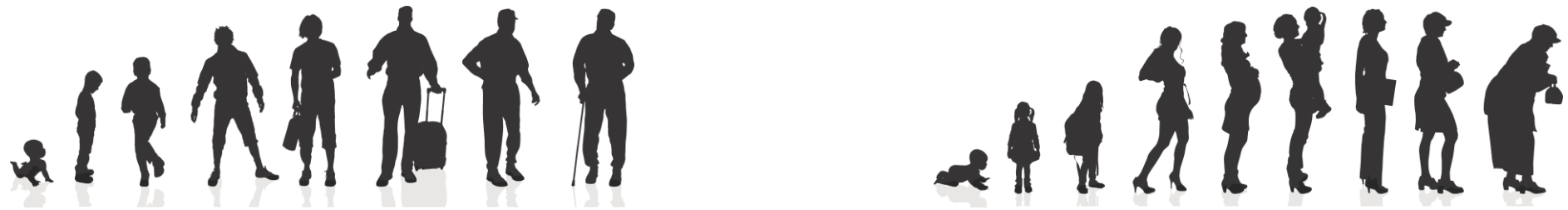
More or Less?
Warm-up



That's Great
Warm-up

**Describe the first (or memorable) time
you were asked to *think about the future***

Share - What? Why? How?



**Describe the first (or memorable)
time you were asked to *think about
the future***



Share - What? Why? How?

Warm Up Dynamics...

- Leads with the *personal*
- Creates bonds among participants
- The facilitator's role is to remind us that while most people have not received formal training in how to think about the future – we've been doing it in our personal lives for many years.

More or Less Change Ahead?





More or Less
Meeting Warm-up

Warm Up Dynamics...

- Help's Establish a Context of Three Horizon Thinking
 - Horizon 1 – Respond to Current Era (Analysis)
 - Horizon 2 – Align to Emerging Era (Exploration)
 - Horizon 3 – Create Era (Speculation)
- Openly surfaces assumptions about change
- Give voice to people in room
- Provides facilitator with an opportunity to build bridges to concepts/people during the session

That's Great!



Person 1: (Delivers bad news)

Person 2: "That's great, positive response"

Person 1: "That's great, we can also do xyz"

Person 2: "That's great, we can do..."

Provide Example – Model



“That’s Great”

Executives at GM

Person 1: NYC banning human driven cars by 2030

Person 2: “That’s great, we can make money managing self-driving car fleets”

Person 1: “That’s great, we can make money per mile, not per vehicle sold. Our customer is New York City.

Person 2: “That’s great, we can reduce our manufacturing footprint and inventory”

Pair up & Provide Sample Starting Points



Find a Partner

Person 1: (Delivers bad news)

Person 2: “That’s great, positive response”

Person 1: “That’s great, we can also do xyz

Person 2: “That’s great, we can do...”

Possible Bad News..

Client centered example #1

Client centered example #2

Client centered example #3

Client centered example #4



“That’s Great”

Warm Up Dynamics...

- Fun, high energy
- Builds mental muscles for positive reactions
- Borrows from ‘Improv’ Innovation:
 - Yes, and (vs No, but)
 - Make Your Partner Look Good
 - Tell a Story with Motivations