Think about a strategic challenge or decision your team recently faced. Consider possible situations that had either long-term impact or far-reaching results or both.

- How well did the team practice strategic thinking as it relates to the situation and the organizational vision? Did anyone verbalize the corporate strategy during the decision making?
- What data was used to make the decision? Did you compromise valid strategic data for readily available data?
- Did you use both internal and external data?
- As you think about the final result, is there any information that you wish you had but did not? What prevented you from having that data?
- How open and candid was the discussion about the challenge and the final decision? What hidden agendas existed?
- When you consider the final decision, how aligned is it to the organizational strategy?
- How do these questions lead to a follow-on discussion you might have with your team?