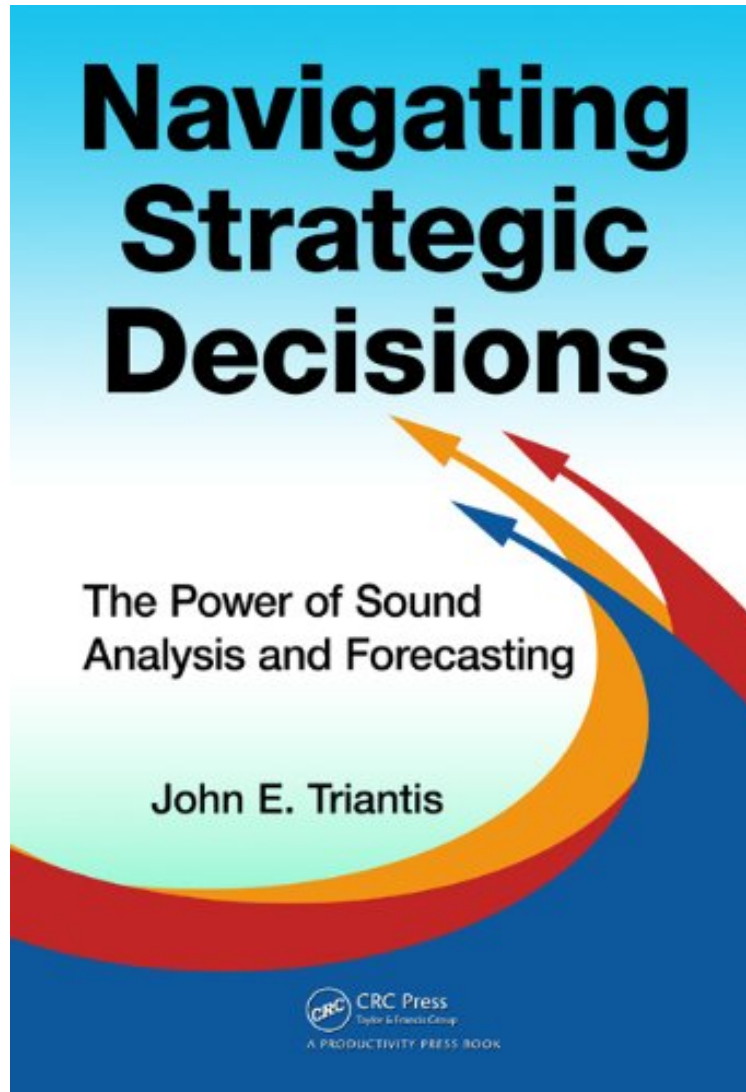


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Navigating Strategic Decisions: The Power of Sound Analysis and Forecasting

John E. Triantis

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John E. Triantis : Navigating Strategic Decisions: The Power of Sound Analysis and Forecasting before purchasing it in order to gauge whether or not it would be worth my time, and all praised Navigating Strategic Decisions: The Power of Sound Analysis and Forecasting:

1 of 1 people found the following review helpful. The best book on the market for long range forecasting By jeffI have been in forecasting and analytics for over 25 years, and have never found any book written exclusively on long run forecasting. Statistical forecasting is always based on having data, and usually for time horizons two years or less. You have exponential smoothing, regression, and advanced econometric solutions. None of these will work with long

run planning where you have no data at all. This book fills the gap because the author uses real life experiences and case studies to map out processes for long run forecasting. This book really should be taught at the college level in a strategic planning course. The book is not about statistical forecasting per se, but rather the steps you need to look down the horizon ten or more years. It's about how to structure a planning organization, what to look for, and how to change the culture for long term success. If Kodak and Xerox had followed the suggestions in this book, their organizations might still be successful today. In each chapter, he takes a look at the Current State of the topic and walks the reader through sound practices that will help the organizations make better strategic decisions. I see this book as essential for all businesses, but especially when the focus is on consumer products where technology and new competitive products are so very important. It is easy reading - i.e. no complex formulas and math - but jammed full of information! Great book, unique, and it fills the gap in long term planning! Nice job John. I cannot imagine the effort it took for you to put all this together. 0 of 0 people found the following review helpful. Required reading for strategic planners. By Harris. Navigating Strategic Decisions is the first of its kind and should be required reading for forecasting teams, strategic planners, CFO organizations, and corporate development groups. It demonstrates how to make sound strategic project decisions on a consistent basis. This book is a valuable resource for managers of large impact projects. It offers insights on creating intelligence out of data, the process of developing long term forecasts, and the practical tools and techniques to evaluate issues. It emphasizes communication and functional links to reduce project uncertainty and manage risk. I consider this book a mandatory piece of the reference materials for strategic project teams. It is a must read!! Great work Mr Triantis HD

Based on four decades of experience and research, Navigating Strategic Decisions: The Power of Sound Analysis and Forecasting explains how to improve the decision-making process in your organization through the use of better long-term forecasts and decision support. Filled with time-tested methodologies and models, it provides you with the tools to establish the organization, processes, methods, and techniques required for analyzing and forecasting strategic decisions. Describing how to foster the conditions required for forecasts to materialize, this book will help you rank project valuations and select higher value creation projects. It also teaches you how to: Assess the commercial feasibility of large projects Apply sanity checks to forecasts and assess their resource implications Benchmark best-in-class strategic forecasting organizations, processes, and practices Identify project risks and manage project uncertainty Analyze forecasting models and scenarios to determine controllable levers Pinpoint factors needed to ensure that forecasted future states materialize as expected This book provides you with the benefit of the author's decades of hands-on experience. In this book, John Triantis shares valuable insights on strategic planning, new product development, portfolio management, and business development groups. Describing how to provide world-class support to your corporate, market, and other planning functions, the book provides you with the tools to consistently make improved decisions that are based on hard data, balanced evaluations, well considered scenarios, and sound forecasts.

"An indispensable guide for strategic project managers and a must book for strategic planners aspiring to advance their careers and become trusted advisors to decision makers, written by an expert in strategic decision forecasting as a comprehensive practical guide that lays the foundations toward competitive advantage. It will revolutionize your company's strategic thinking by showing how to bring together methods, processes, and techniques toward sound analysis, evaluation, and forecasting for superior strategic decisions." - George S. Vozikis, PhD, Director, Institute for Family Business, Edward Reighard Endowed Chair for Management (ret.), Department of Management, Craig School of Business, California State University, Fresno

"Already a published authority on managing successful acquisition and joint venture projects, John Triantis has now focused on marking out a realistic, yet crucial, role for strategic forecasters participating in strategic projects. Forecasters following his precepts will prove themselves indispensable to the project team, while at the same time contributing to reduced time to decisions, better/sounder decisions, and increased chances of realizing forecasted project values. This is a must book for forecasters aspiring to make a difference in the world of strategic project decisions." - John K. Hendricks, Former ATT General Attorney, International MA and Joint Ventures

"Finally - a book that demonstrates the connection between the art and science of strategic forecasting and successful strategic projects is here! John Triantis uncovers the truths about strategic decisions to everyone in this field and is in the forefront of helping organizations understand the importance of and implement strategic forecasting. All forecasters and decision participants will benefit from John's 40+ years of hands-on experience and practical insights." - Hu Song, MD, PhD, Director, Worldwidensp; Business Insights, Ortho Clinical Diagnostics, a Johnson Johnson Company

"Dr. John Triantis is the consummate translator of the vernacular strategic analysis. Navigating Strategic Decisions: The Power of Sound Analysis and Forecasting is written for the professional who deals with both analysis and forecasting for strategic projects. His long experience in the real world allows him to draw from the things that have worked and enables him to make sound recommendations for industry analysts and forecasters. The reader will benefit immensely from the practical insights. The information presented is understandable and transparent. The strength of the book is that it is based on workable and practical

methodologies and not theoretical concepts. An excellent book!"?D. H. Stamatis, Ph.D., CQE, CMfgE, MSSBB, President of Contemporary Consultants, Co., Professor of Economics and Statistics, ANHUI University of Finance and Economics in Bengbu, ANHUI, China"Managers too often predict demand emotionally despite the importance of the decisions being made as a result of good fact-based analysis. Subsequently, forecasts are often extrapolations of historical volume trends, rather than well-thought-out projections. This has been the accepted process for strategic forecasting and planning for the past 30 years. This is the first book that provides a proven framework for business executives to translate fact-based decisions into viable strategic forecasts."?Charles Chase, Principal Industry Consultant, Supply Chain Global Practice, SAS Institute Inc."Understanding how to transform data into useful information is critical in a world of ever increasing noise. This is an essential reference book for organizations considering entering new markets, evaluating product portfolio mix, or developing new products. It serves as a comprehensive resource of the critical methods and techniques needed to enable strategic decisions."?Demetra Simos Paguio, Former Marketing and Sales Operations Manager, Ryerson "Overall, there is a lot of valuable information in Navigating Strategic Decisions and individuals involved in long-term planning for business growth, including new product development, will find this book to be a good reference. For extended discussion, this book was featured in The Innovator's Book Club, a LinkedIn group."?Book by Teresa Jurgens-Kowal, PhD, NPDP, appearing on PDMA.org, June 16, 2015About the AuthorJOHN E. TRIANTIS is Managing Director of Forerunner Consultants Inc., Morristown, N.J.