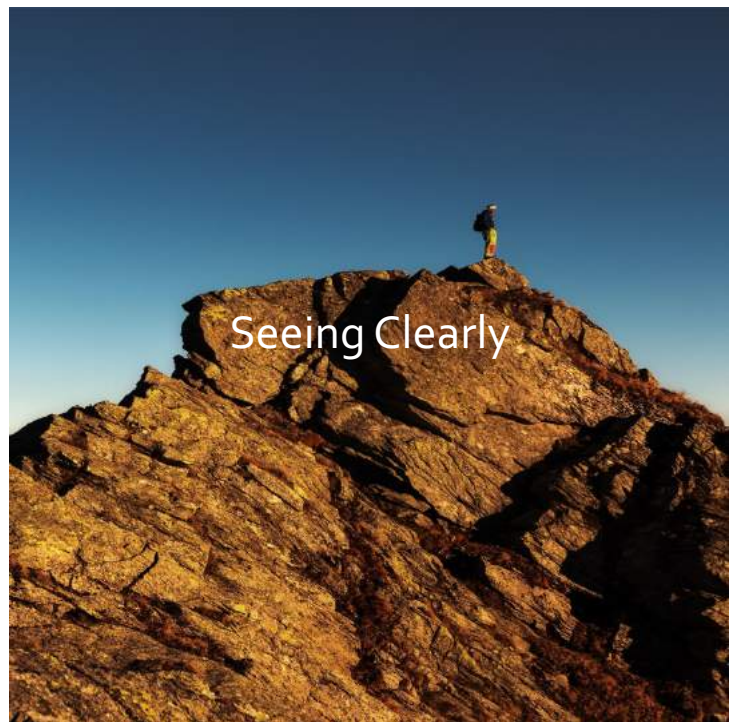


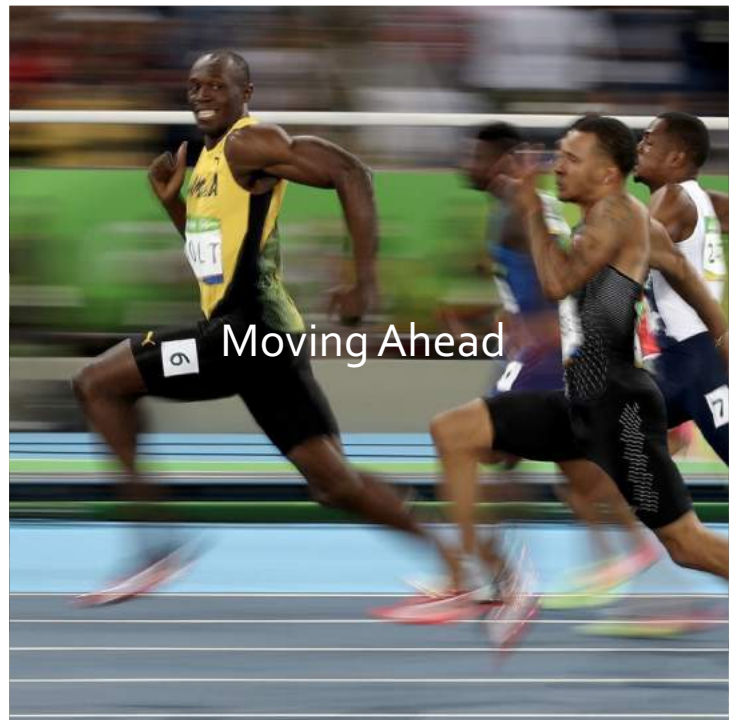
OUTCOME DRIVEN FACILITATION



Seeing Clearly



Taking Decisions



Moving Ahead

Beyond consulting
Asking the hard questions
Arriving at actionable solutions

PROVOKING FRESH THINKING

Persistent and unaddressed strategic challenges cost a great deal in time and money.

Sometimes all that is needed is expert external mediation, a safe environment and a process of facilitation that is trusted, efficient, focused on outcomes and unflinchingly honest.

Due to misalignment of interests, biases and communicating at cross-purposes, internal attempts to facilitate solutions often perpetuate tensions, create delays and impede progress. At times vested interests may take a stake in perpetuating deadlock.

Decisions are kicked down the road, delegated, momentum is lost, trust eroded and malice sets in. The opportunity costs can be significant.

Large consulting firms, while highly reputable, are invariably focused on forward selling and securing the next big assignment, thus compromising their ability to be honest, impartial and trustworthy brokers.



"I'll be out soon. The meeting's winding down to its inevitable confusion...I mean conclusion."

Reality bites, so it can't be avoided!



Since 2004 The Global Institute for Tomorrow (GIFT) has helped thousands of global executives, government officials and nonprofit leaders find solutions to seemingly intractable problems.

GIFT facilitators have decades of collective experience advising governments and MNCs and conducting tailored outcome driven workshops and field projects.

GIFT engagements are tailored specifically to overcome the onerous challenges related to facilitated, outcome driven processes and customised to include all decision makers and not just those at the top of hierarchies.

Our approach is focused on simplicity, free of jargon and complex methodologies. Rooted in reality, it cuts through the superficial and goes straight to the core of the issues.

Clients includes:



A METHODOLOGY DESIGNED TO EXCITE AND ENGAGE

Asking the hard questions



GIFT facilitation draws upon a proprietary methodology built on the pillars of purposeful engagement, inclusivity, communication and empathy.

The emphasis is on creating a conducive and safe environment for a candid and direct conversation amongst diverse stakeholders.

Vested interests often compromise the ability of facilitators to confront inconvenient truths and provoke uncomfortable conversations. This results in unproductive attempts to resolve disagreements and take difficult decisions.

GIFT challenges biases that hinder participants from asking the hard questions and achieving meaningful outcomes under time constraints.

While facilitators guide and intervene when needed, priority is given to stimulating contributions from all involved and driving toward consensus around actionable outcomes.

Decades of global business experience and a deep appreciation of the client's objectives allows for structured and effective discussions rooted in the realities and challenges of the external environment.

Facilitators work to ensure that session outcomes are clearly articulated agreement is reached on concrete actions, ownership and implementation roadmaps.

Prior engagement in the form of confidential conversations ensures alignment of expectations and "buy-in" from key stakeholders, while also avoiding the predominance of any one opinion influencing the direction of the facilitation.

There will be points of convergence and dispute, all of which serve to bring to the fore the underlying causes of disagreement or barriers to consensus.

Arriving at actionable solutions



Sample Client Engagements:

- Global strategy workshop for management team of one of the world's largest financial services companies
- Facilitated roundtable discussion to define strategic positioning on climate change for leading global environmental NGO
- Engagement for leading European MNC in the chemical industry to analyse challenges in key Asian market and outline three new business opportunities to be shared with HQ

INSPIRING OPEN DISCUSSION

Gift's approach lends itself to developing a common understanding of desired outcomes, building consensus on strategic goals, conflict resolution as well as the generation of new business models and institutional frameworks.

It has proven effective in addressing topics including:

- Practical ideas for new business opportunities
- The Asian Century? What does this mean for strategy?
- Doing business in the age of political instability and regulatory uncertainty
- Defining social value and the company's purpose
- Thinking long-term in the face of rapid technological change
- What is the corporate culture?
- Defining roles and responsibilities, accountability and creating "buy-in"



The GIFT methodology does not pre-judge outcomes or pre-empt ideas by assuming to have all the answers.

Prominent guest speakers, thought leaders and subject matter experts drawn from GIFT's Global Advisory Council and wider industry network may be invited to contribute in order to spark inspiration with candid perspectives and uncensored insights.

These include:

- Fortune 500 C-Suite and Board Members
- Current and former policymakers
- Renowned academics and scientists
- Leading intellectuals, analysts and journalists
- Successful entrepreneurs

For more information contact us on +60 (3) 2715 8160 or email Karim Rushdy - krushdy@global-inst.com

The [Global Institute For Tomorrow \(GIFT\)](http://www.global-institute-for-tomorrow.com) is an independent pan Asian think tank specialising in outcome driven facilitation and executive education.

GIFT is focused on advancing a deeper understanding of the trends shaping governance, markets and societies in the 21st century.