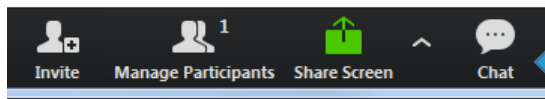




Thank you for joining us today!

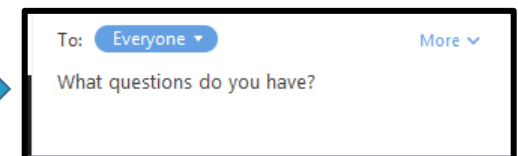


- **To ensure the effectiveness of this web meeting:**
 - Only the host and presenters will be unmuted.
 - All other participants will be muted during the presentation.
 - View settings can be adjusted by clicking on the navigation bar above the video or by dragging and placing the video on the lower right corner of the screen.
- **We encourage and welcome your questions!**
 - Please use the Zoom Chat function to submit questions.
 - At set breaks, questions will be addressed by the presenters.



Open the Chat
function

Type questions in
the Chat section



TRANSFORMING TODAY'S REALITY
INTO TOMORROW'S OPPORTUNITY



Strategic Doing for Change: Building Agile, Assets-Based Action on Day One

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Office of the Chancellor

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TRANSFORMING TODAY'S REALITY
INTO TOMORROW'S OPPORTUNITY



About this session

Strategic Doing is a quick, agile, assets-based method used to form quick collaborations and build trust across sectors and silos. Today's session will provide you with takeaway tools to start collaborations with on day one.

For reference:

NCCI's Mission

To advance change and innovation in higher education.

NCCI's Vision

NCCI positions higher education institutions to be agile, lifelong learning models to transform lives and communities around the world.



The Strategic Doing Cycle





Takeaway: The Core of the SD Process

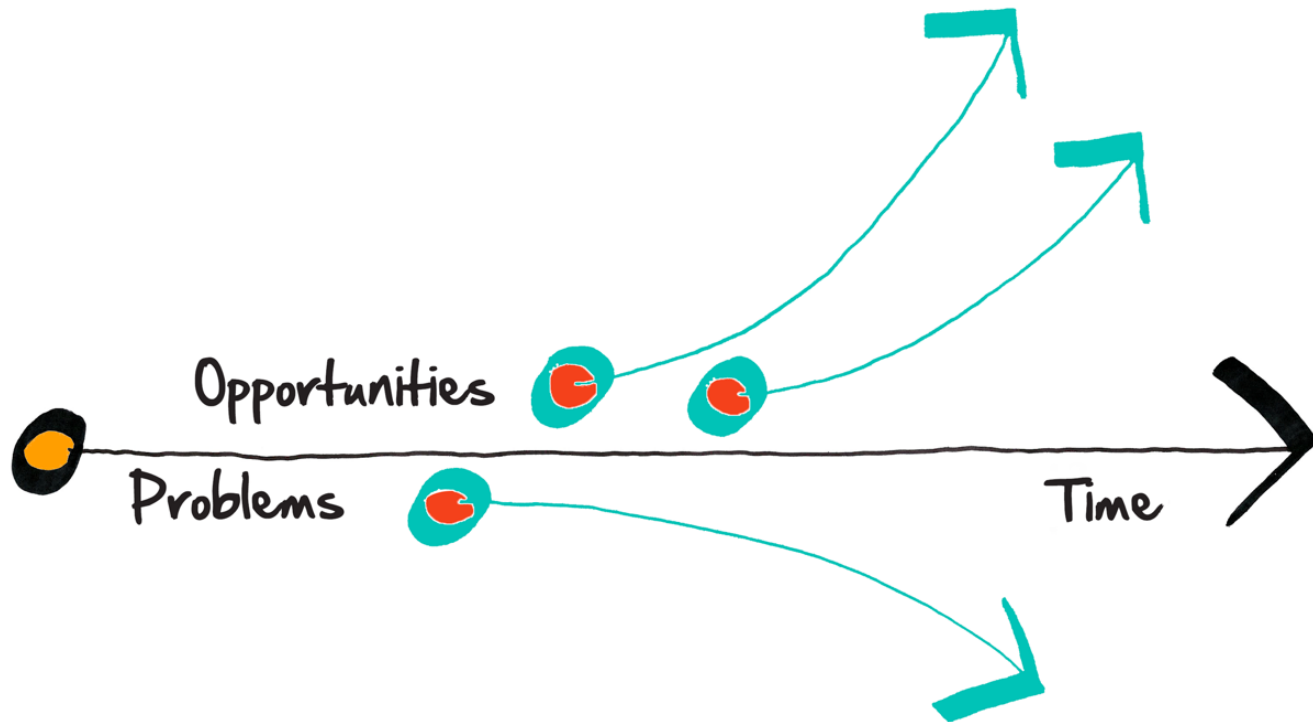
Table 1: The Strategic Doing Process

What could we do?	What are all the opportunities before us that would build on our current assets?
What should we do?	Which of those opportunities provides the most value right now (defined as a combination of impact and ease of implementation), and how would we know if we succeeded?
What will we do?	What small project could those of us currently involved complete that would move us toward that outcome?
What's our 30/30?	When will we come back together to review what we've learned and done in the past 30 days, and plan for the next 30?

Note: 30/30 can also be 7/7 or 14/14, depending on speed of collaboration.



- Process builds incremental trust based on accountability and action
- It can be used in conjunction with other collaboration and facilitation methods
- Is built on concept of equity of voice
- Is agile, flexible, adaptable, and allows for movement of people/stakeholders into and out of the group
- Is structured to bring the right people/voices around the table to collaborate
- Is a vehicle for reframing challenges as opportunities

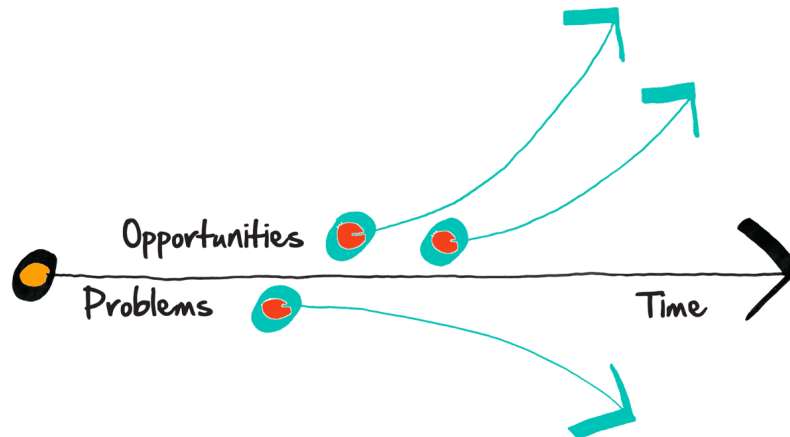


We move in the direction of our conversations.



What is a recurring challenge in your organization/university/department/community?

Let's turn your challenge into an opportunity! Type your challenge into the chat.





Strategic Doing // Cycle

Rule 1: Create and maintain a safe space for deep, focused conversation

“We will behave in ways that build mutual trust and respect.”





Strategic Doing // Cycle

Rule 2: Create an appreciative framing question.

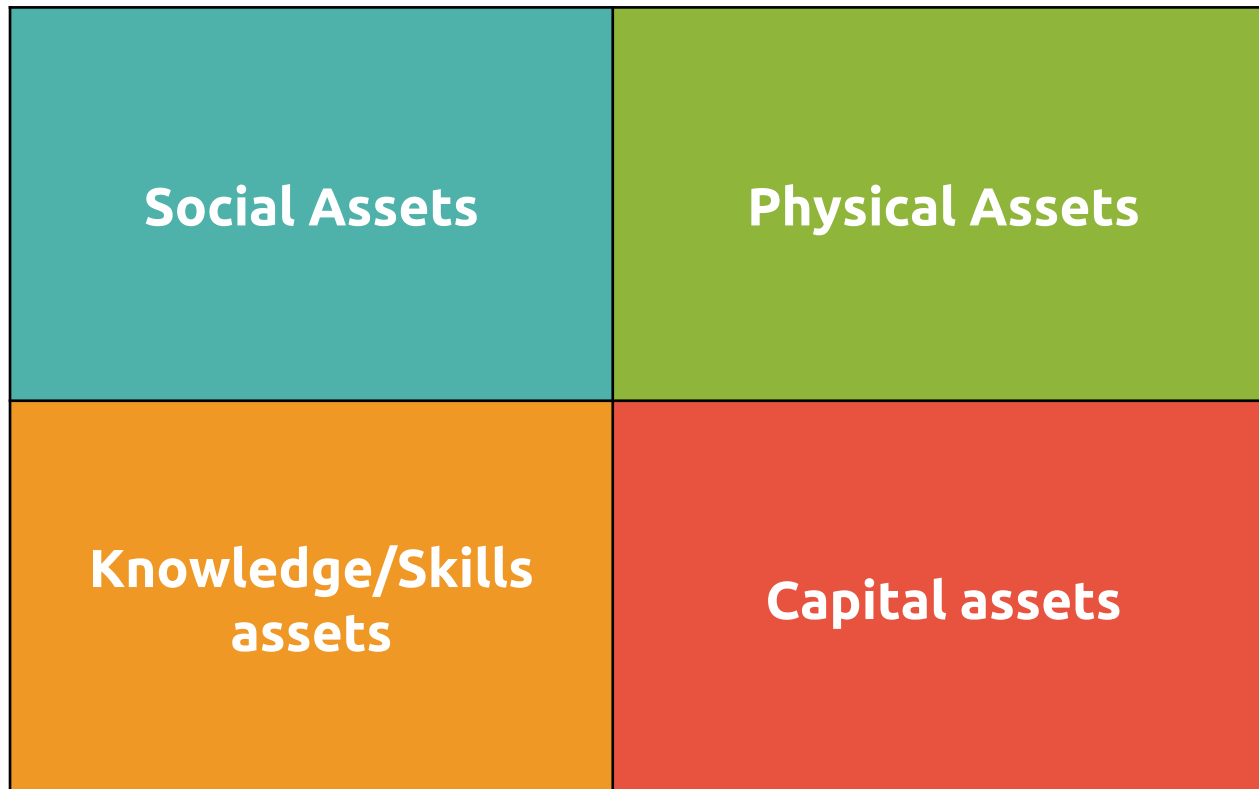
"Imagine if we...what does that look like?"





Rule #3: Uncover Hidden Assets

What is your asset you are willing to share, that you can move forward without permission? Assets should support appreciative framing question.





Uncovering Hidden Assets: What are yours?

Social

- networks of people internal and external to your work, professional organizations, innovation and entrepreneurship (“who I and my networks know”), writers, designers

Physical

- events, quality and connected places (physical or online), commercial kitchen, land and water, meeting spaces, labs, offices, vehicles

Knowledge/Skills

- transferrable knowledge, specialized talent, area-specific knowledge, existing programs and collaborations, lessons-learned, mentorship (“what I and my networks know”)

Capital

- time, personnel, existing grant funding, capital outlay, state appropriations, private funding, volunteers/staffing, budgeted funding

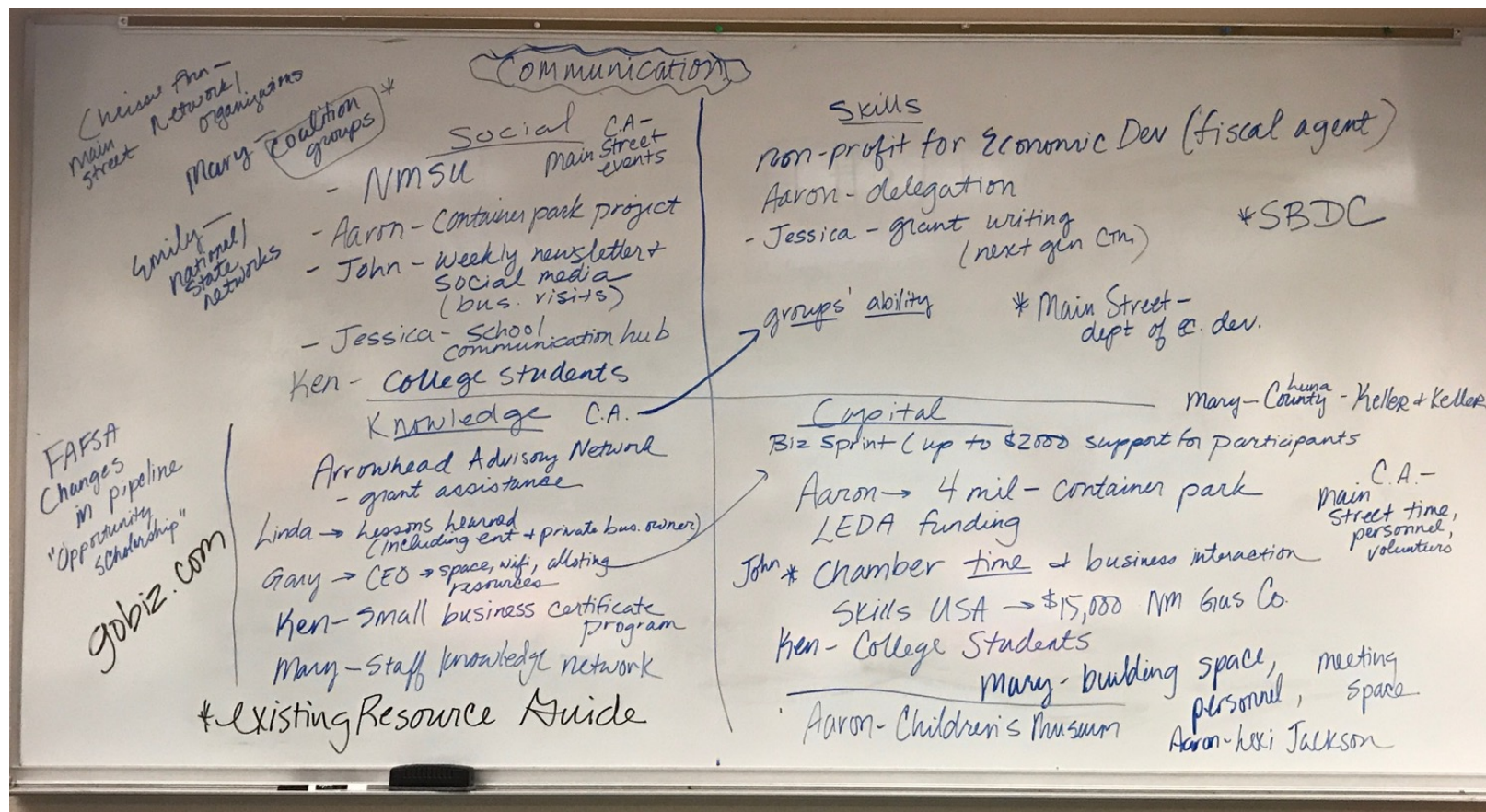
Ask yourself, too: *Who do I know? What introduction(s) could I provide as an asset?*

--and--

What do I know? What pieces of information/documents could I share as an asset?



Uncovering Hidden Assets





Uncovering Hidden Assets

In small groups, introduce yourselves to one another and then describe one asset you are willing to bring to the collaborative effort.

Make sure someone types up your groups' assets as you speak (knowledge keeper).



[1] WHAT *COULD* WE DO TOGETHER?

RULE 4: Link and leverage your assets to identify new strategic opportunities (Part 1).



15
min.

Quickly jot down connections that spring up from the discussion. Ask questions like “What would that look like?” or “What if we...?”

OPPORTUNITIES



[1] WHAT *COULD* WE DO TOGETHER?

RULE 4: Link and leverage your assets to create new strategic opportunities (Part 2).



15
min.

Narrow your link-and-leverage ideas to your three top choices. How could you describe each opportunity in one or two phrases?

OPPORTUNITY	DESCRIPTION

>> Use the next page to find your “Big Easy”



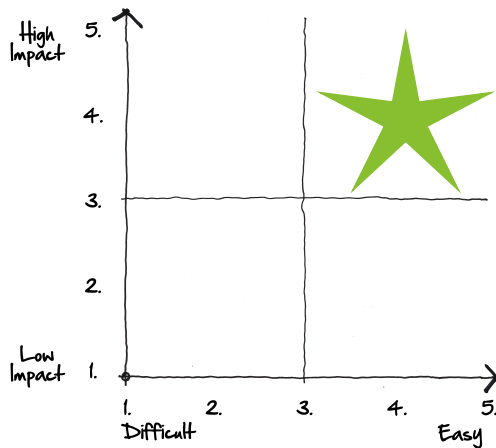
[1] WHAT *SHOULD* WE DO TOGETHER?

RULE 5: Rate all your strategic opportunities to find your “Big Easy.”



15
min.

Your “Big Easy” is the opportunity that best combines impact with ease. Rank the ease and impact of the three opportunities from the previous page. First, each person evaluates the potential impact of each opportunity if it was completely successful with 5 being high and 1 being low. Add everyone’s numbers. Next each person evaluates how easy or difficult each would be fully execute with 5 being easy and 1 being difficult. Add everyone’s numbers then total impact and ease scores for each opportunity to find your “Big Easy.”



OPPORTUNITY

1

2

3

	IMPACT	EASE	TOTAL
1			
2			
3			

>> Use the next page to convert your “Big Easy” into an outcome



[2] WHAT *SHOULD* WE DO TOGETHER?

RULE 6: Convert your "Big Easy" into a strategic outcome with measurable characteristics.



20
min.

What would people see, how would people feel, how would people's lives be different if we were completely successful?

STRATEGIC OPPORTUNITY	CHARACTERISTIC	SUCCESS METRIC



[3] WHAT WILL WE DO TOGETHER?

RULE 7: Define a Pathfinder Project with Guideposts.



15
min.

Your Pathfinder Project moves you toward your outcome. Guideposts are key steps that are critical to your success; defining these will help you stay on your path.

PATHFINDER PROJECT	GUIDEPOSTS	BY WHEN
	1.	
	2.	
	3.	

>> Use the next page to develop an Action Plan



[3] WHAT WILL WE DO TOGETHER?

RULE 8: Draft a short term Action Plan with everyone taking a small step.



15
min.

An Action Plan includes what each of you will do in the next 30 days. The more clearly you understand where you want to go, the more clearly you can see your next steps.

WHO	WHAT WILL BE DONE	DELIVERABLE	BY WHEN

>> Use the next page to plan your next meeting



[4] WHAT'S OUR 30/30?

RULE 9: Set a 30/30 meeting to review progress and make adjustments.



5 min.

Maintaining alignments is a dynamic process requiring continuous, but not constant, attention and communication. What has been done in the last 30 days? What needs to happen in the next 30?

FOLLOW-UP MEETING & COMMUNICATION		
DATE		How we'll share information:
TIME		
PLACE		

When you meet again for your 30/30 use these questions to guide your conversation.

1. What have we each learned (new information, insights, etc.) over the last 30 days while performing our action items?
2. Did anything that was to have been done over the last 30 days NOT get done? If not, does it STILL need to be done? If "yes," how will it get done?
3. Does our proposed course forward still make sense? Any course corrections need to be made in light of what we've learned over the last 30 days? Do our dates (guideposts, etc.) need adjusting?
4. Now...what will each of us do over the NEXT 30 days – who will do what, by when, and what is the deliverable?
5. When, where, and how will we get together the next time (in about 30 days)?

RULE 10: Nudge, connect and promote relentlessly to build your new habits of collaboration.

>> Use the next page to map your Strategic Doing plan



New Mexico State University Project Examples





University/Community Partnership Aligned with University & Community Strategic Plans



**Imagine the Village of Los Ranchos is
the center for sustainable urban
agriculture in central New Mexico.**

What does that look like?

Collaborate with us to build our shared future.

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(505) 344-6582





Aligning Our AgriFuture successfully transitioned to a digital space in March 2020 after the onset of COVID-19. The Village of Los Ranchos continues to coordinate with participants for Phase II of the project.



Aligning Our AgriFuture Strategic Doing Working Tables



Education and Youth:

...pursue a multigenerational approach to agriculture through continuing education and youth involvement...



Next Generation:

...engage developing and established small-scale farmers and educators to continue generational legacy in New Mexico agriculture...



AgriTourism:

...elevate agriculture as a component of economic development through outreach activities, entertainment, hospitality, and direct sales...



Farming Resiliency:

...encourage the adoption of newer forms of agriculture, techniques, infrastructure, and water conservation...



Community Connections:

...build relationships within the wider community to create new opportunities...



Crops and Orchards:

...cultivate farm-industry best practices and information-sharing for production efficiencies and mutual benefits...



Aligning Our AgriFuture Outcomes

A landscape of collaboration with multiple levels of engagement.

- partnership collaboration with New Mexico First leadership
- partnership collaboration with Indian Pueblo Cultural Center leadership
- full-time administrative assistant position created at Larry P. Abraham AgriNature Center
- enhanced relationship between the AgriNature Center and Rio Grande Community Farm, including framework for a shared farm equipment agreement
- enhanced agricultural network between Village of Los Ranchos and Village of Corrales
- reorganization of Los Ranchos Agriculture Committee to support project continuity
- community leader and dedicated project participant established as facilitator for Aligning Our AgriFuture Phase II
- ABQ Public Schools School Garden Conference and Virtual Binder
- ABQ BioPark and Conservation Corps clearing of AgriNature fields post-harvest
- \$10K follow-on funding from Albuquerque Community Foundation to build out cold storage in shipping container for urban gardening education at AgriNature Center
- joint grant proposal submissions between Explora/Los Ranchos Elementary/Mandy's Farm
- Bernalillo County Master Gardeners and Trees New Mexico orchard collaboration
- Steel Bender Brewery and NMSU Pollution Prevention and Energy Efficiency program relationship
- a Strategic Doing session with Indian Pueblo Cultural Center/Indian Pueblo Opportunity Center
- implementation of community survey on COVID-19-related needs and subsequent action plans
- increase in offerings in Cooperative Extension Service classes at AgriNature Center
- private and federal joint grant proposal submissions between new project networks
- increase in shared volunteer networks between participants
- increase in trust in collaborative networks as evidenced by exponential community participation



Strategic Doing with Entrepreneurship Sprint Programs & Nation Science Foundation I-Corps Program (Hybrid/Blended/Fully Online Formats)

You are viewing Isabella Pedicone's screen

SD PACKET TAOS & DEMING COHORT (1) - PowerPoint

File Home Insert Design Transitions Animations Slide Show Review View Help ACROBAT Tell me what you want to do

Paste Cut Copy Format Painter Clipboard Layout Reset New Slide Section Slides Font Paragraph Drawing Shape Fill Shape Outline Shape Effects Find Replace Select Editing

Content

1 StrategicDoing // ActionPack™ [1] WHAT COULD WE DO TOGETHER?

2

3

4

5

6

7

8

9

10

ARROWHEAD CENTER NM STATE UNIVERSITY

KNOWLEDGE KEEPER _____ EMAIL _____

TABLE GUIDE _____ EMAIL _____

RULE 1: Create and maintain a safe space for deep, focused conversation.

RULE 2: Frame a conversation around an appreciative question.

FRAMING QUESTION

Imagine you had all of the resources available to scale your business. What would that look like?

What could we do? What should we do? What will we do? What's our 30/30?

StrategicDoing™ Do More Together.

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Lauren Goldstein

rosemerz

Norlynne

Isabella Pedicone

Kristin

Slide 1 of 10 English (United States) Notes Display Settings Comments 101%



NMSU Beyond Borders Community of Practice

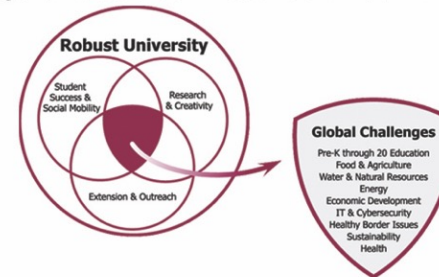


beyondborders.nmsu.edu

Imagine New Mexico State University is recognized internationally for building a robust transborder community of practice.

What does that look like?

Beyond Borders is an initiative of NMSU LEADS 2025

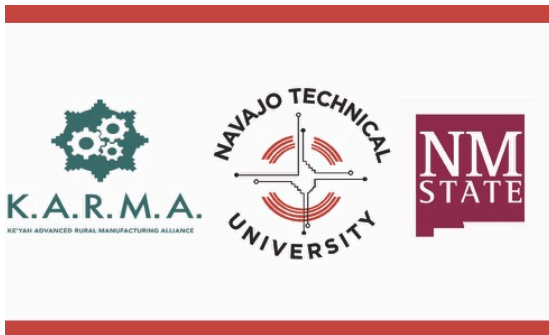


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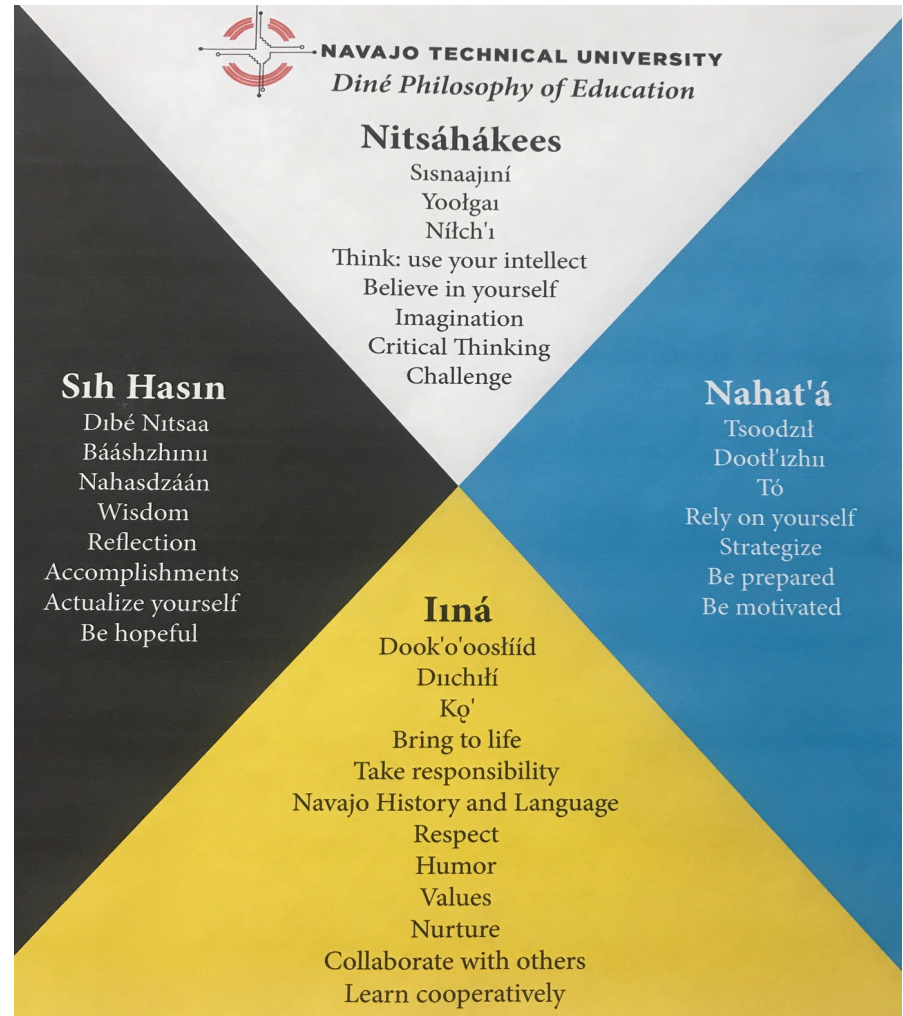


Navajo Tech University: Innovation and Entrepreneurship

Hózhó = Navajo Wellness Philosophy



“Imagine that Navajo Nation pipelines – educational, community, and workforce/entrepreneurship – continue to flourish over the next 2 years of the KARMA grant and beyond...what does that look like?”





University/Community Entrepreneurship Collaboration

Our Appreciative Framing Question (Taos Hive, Taos, NM)

Imagine Taos HIVE—at its successful kickoff—is the vehicle for entrepreneurial synergy to foster ethical economic development that brings sustainable wages to local Taoseños. What does that look like?





SOCIAL Connection to Services: WIOA, WPS JH "to AEG IID / ARROWHEAD / WEST RR Social Media Following - FatPipe Cabinet Secretaries: TED, Eco Dev, RF, LO/ES UNIM-Taos Rainforest VSG Retired professionals RR TECC / IET (Colleen) JH/NG/MO Taos News / other SF/LO Civic Orgs: Rotary, Lyons Club (Helen) SF/LO School Zone LO/TECC TEN & all entrepreneurs we know SF/all Businesses/Employers VSG/ES Town & Taos MO Taos Leadership Forum LO Taos Pueblo / Poudre Pueblo VSG/RR/ES	PHYSICAL commercial kitchen / TECC NJ Command Center KCEC KCEC Satellite offices KCEC TCF Conference Room LO UNIM-TAOS VSG TECC NJ TECC JH/NG/MO
KNOWLEDGE / SKILLS Workforce Trainings + Programs of Study / Certificates VSG TECC / IET (bring in Colleen) JH/NG/MO FatPipe's CoWorking Agreements LA	CAPITAL \$100K Winnings! HIVE Funders: TCF, LOR, Individual TCF Donors LO Volunteers ~ TECC / TMS NJ

OPPORTUNITIES #1
 Client Advisory Committee
 Taos Leadership Forum #2

Creative budget #3
 + funding opportunity
 portal
 for HIVE project

Break the #4 paradigm — training is a Celebration, not a distraction!

increased diverse participation

buy-in

cross-pollination

inherent leadership opportunities / creates culture / climate lead

increased involvement

social shift - new collaborator + consensus recommendation

entrepreneurs

student / volunteer / professional / business / community / council

PROPOSITIVE DESIGN

purpose of study

CONVERGENCE + LEADERSHIP STRUCTURES

- Advisory Council role
- day leadership alignment
- Taolans
- media / security / autonomy / autonomy
- decision making

MESSAGING / DESIGN

Entrepreneurial Market Partners

Broadening "advisory panel"

Complexity

HIVE LOCATION!

- close alignment
- capital requirements
- physical layout
- interest
- flexibility / adaptability

DEVELOPMENT PLAN

- Diverse, Blending Components
- shared writing / common narrative / goals
- spurring budget
- embrace examples rest
- shared / community
- great details / how to merge
- grand criteria

HIVE Entrepreneurship

... outreaching the project...

... Development Plan ...

A Cultural Entrepreneurial Process

CULTURAL INCLUSIVITY IN OUR COMMUNITY

- Who are the people that serve?
- Who are the partners?
- Values?
- Seniors?

MENTORSHIP

quality of people for project / commitment / community

NEW TO END

NEW TO START

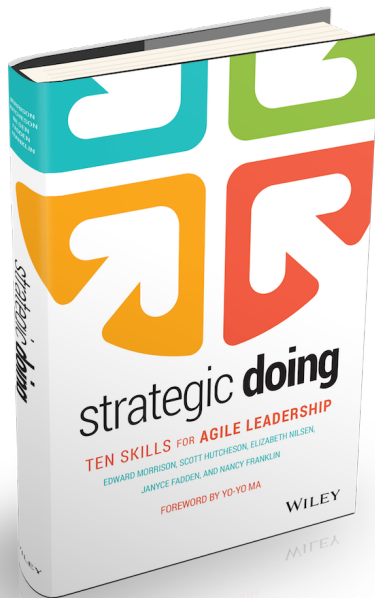
NEW TO GROW



Stay in touch!

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Phone: (575)-646-2945



More Resources to Explore Strategic Doing

<https://strategicdoing.net/intro/>

[Medium.com "6 Things to Know About Strategic Doing](#)



Thank you for
joining us today!



An evaluation survey for today's Power60 has been sent via email. We greatly appreciate your feedback!
This recording will be available in NCCI Connect next week.

TRANSFORMING TODAY'S REALITY
INTO TOMORROW'S OPPORTUNITY