



# Wargaming for Leaders: Strategic Decision Making from the Battlefield to the Boardroom

*MARK HERMAN, MARK FROST*

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If you had the opportunity to probe the future, make strategic choices, and view their consequences before making expensive and irretrievable decisions, wouldn't you take advantage of it?

Of course you would. And in a world of asymmetrical conflict, security threats, intense global competition, and economic uncertainty, there is an even higher premium on road-testing plans and strategies--whether they're spearheaded by government organizations, transnational corporations, or emerging megacommunities.

*Wargaming for Leaders* provides a methodology to get at the issues that one leader, no matter how visionary, cannot grasp on his or her own. How? By bringing together the real experts on the topic at hand to wage "cognitive warfare." Through tapping the collective wisdom surrounding an issue, experts can experience the future in a risk-free environment and find answers to questions that had not been on their radar--often with unexpected and startling results.

With examples from the fields of military, corporate, and public policy, three wargaming developers from Booz Allen Hamilton deliver compelling insights on this problem-solving method, including fascinating details on how

- A large equipment manufacturer determined whether making a merger was strategically right for its business growth, as well as which technology investments it needed to drop
- A four-star U.S. general tested his war plan for Iraq and uncovered specific fixes that might have prevented a prolonged conflict
- An increasingly clogged air-traffic system faced a security-versus-convenience issue determined whether military airspace could be used during peak demand periods

Wargaming allows organizations of every type and every size to organize information, plot out scenarios, and tap into the collective expertise of participants. The results allow everyone to identify and tackle obstacles, solve problems, and find new ways to innovate and further performance goals.

Get ready for the battle of your organizational life--and prepare to reap the spoils of victory.

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