

Published in 1983, this book is a landmark in Proactive Thinking and the first to be published on the subject. It provides a framework for setting and validating objectives, exploring several options before formulating a strategy, allocating responsibility and managing risk, perceptions and conflict. The book does not promote the Proactive option as a panacea, as many enterprising consultants have done since its publication. The Proactive option is treated merely as a choice, among many, that should be considered in formulating strategy. The chapter about scanning and intelligence is now the subject of a new book available from Amazon and titled *Harnessing the Power of Intelligence, Counterintelligence and Surprise Events*.

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