



Foresight  
Intelligence

# Introduction to Scenarios

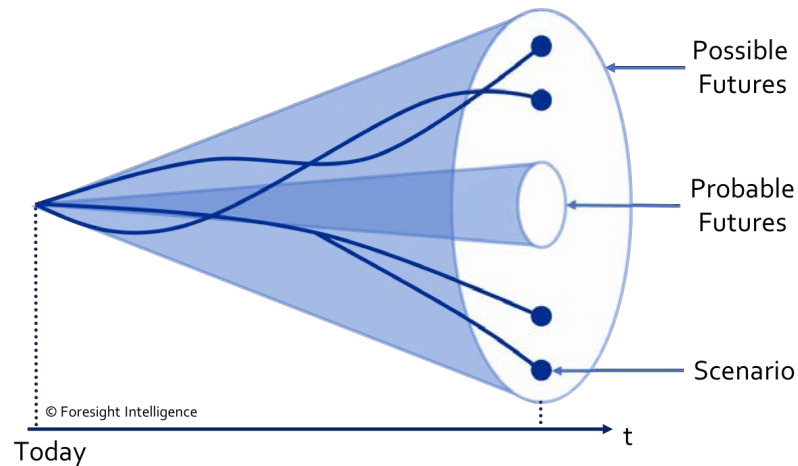


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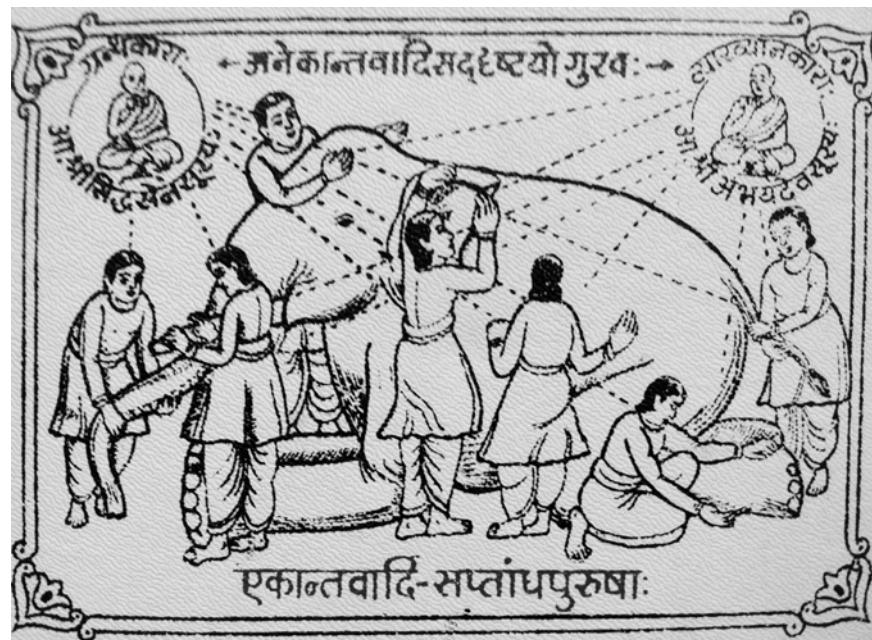
## Introduction to Scenarios

Thank you for your participation in our scenario workshop!  
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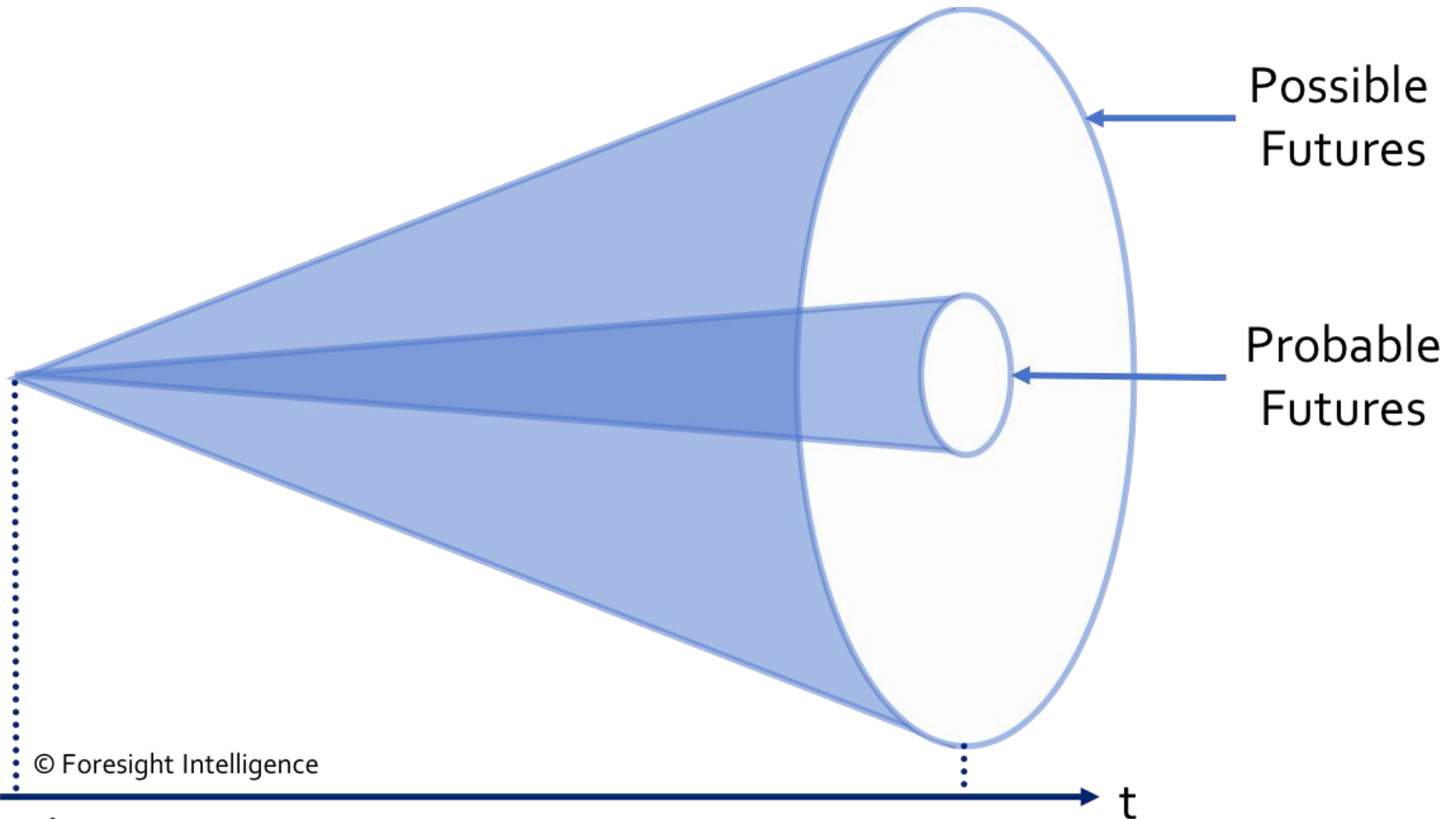
# We Assume Thinking About the Future is Foreknowing

Due to selective perception ⇒  
(mental models)



⇐ Due to linear extrapolation  
(status quo bias; wishful  
thinking)

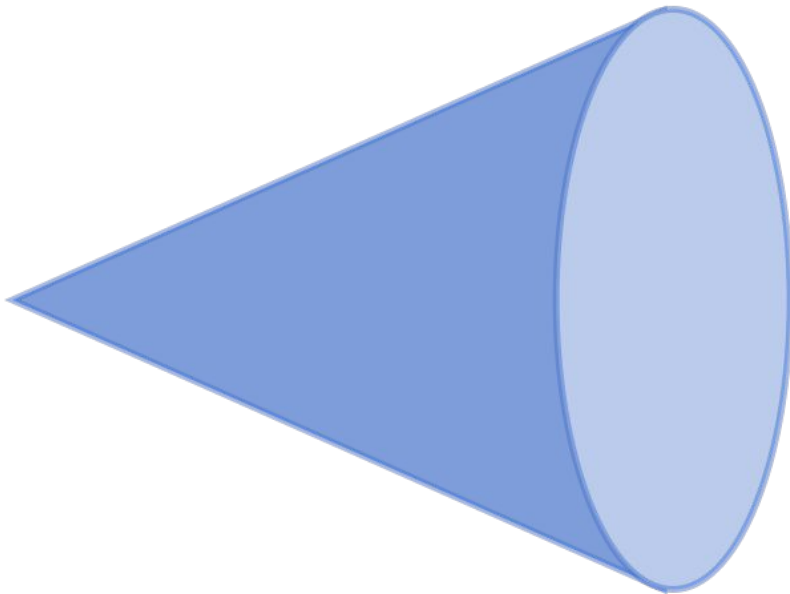
# Foresight is the systematic thinking about uncertain futures



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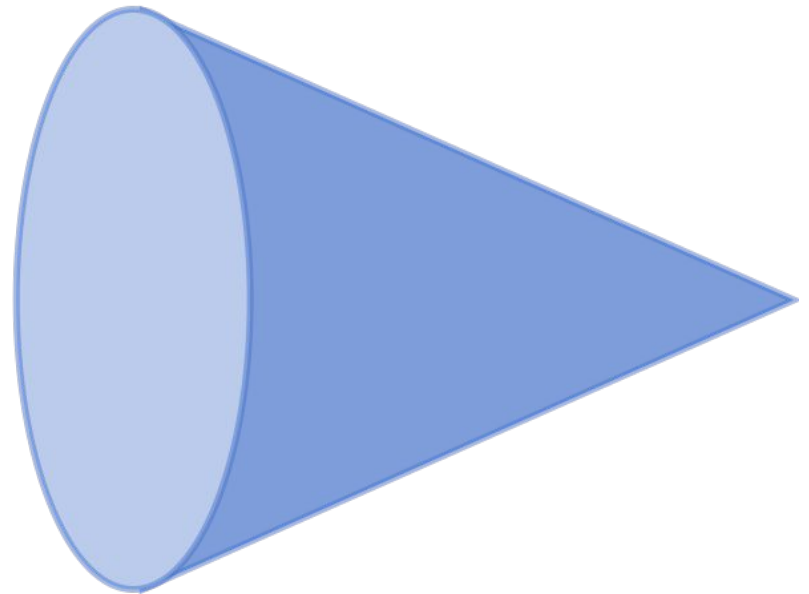
# Strategic foresight is action-oriented foresight

Foresight



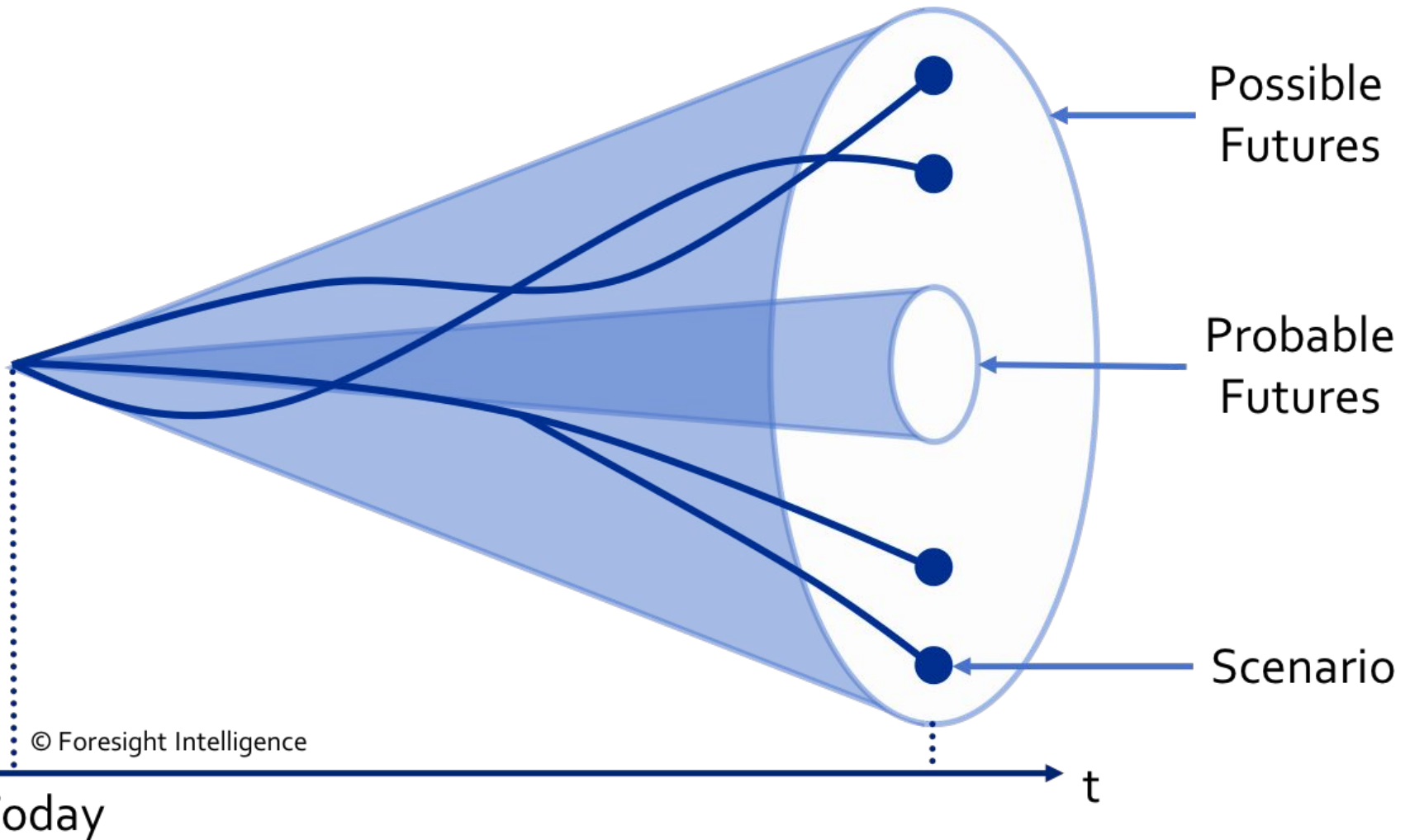
Scenario construction,  
future studies

Strategic Foresight



Strategy development,  
long-term planning

# Scenarios are (strategic) foresight tools



## Scenarios vs. prognoses (foresights vs. forecasts)

	<b>Prognoses</b>	<b>Scenarios</b>
<b>Epistemology</b>	Predicting, explaining a future state	Thought experiments about future developments
<b>Criteria</b>	Probability	Plausibility
<b>Change</b>	Incremental	Structural/fundamental
<b>Goal</b>	Foreknowing the future, creating knowledge about the future	Better understanding of complex environment, making sense of an uncertain futures, avoiding surprise
<b>Approach</b>	Context independent information gathering	<b>Structured group process</b>

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- Use of scenarios: “Hygiene of Thinking”
    - Scenarios illustrate alternative developments and make them imaginable (reduce linear thinking).
    - The scenario process forces participants to systematically review their own thinking and perspectives.
    - Reduction of blind spots
    - Reduction of the bias blind spot



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- Use of scenarios: “Hygiene of Group Think”
    - Scenarios can provide focal points in complicated discourses (avoid fragmentation/fray out).
    - Reducing group think/shared information bias
    - Reduce reactive devaluation (not-invented-here-syndrome)
    - The scenario process provides a platform for structured, interdisciplinary, and intercultural group communication.

# Approach





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