LAI Leading Authorities, Inc.

Eric Garland

Futurist, Author, and Economic Expert

The Chaos Advantage: How Great Leaders Win in Uncertain Times. This keynote combines historical examples and current trends to show how the greatest leaders have actually used chaotic trend to thrive in the past–and how today's leaders can find the same opportunities in the near future. Prohibition, world wars, and the end of communism actually led to some of the greatest triumphs in the history of leadership, and today's future trends are no less full of potential for your organization's success. From Anheuser-Busch during Prohibition, to Royal Dutch Shell during the 1970s oil crisis, to Nokia and the fall of the Soviet Union, history gives us vivid lessons in how great organizations find their ultimate success not when all is calm, but when all is chaotic.

The Future of Globalization: What Business and Government Will Really Look Like in the 21st Century. The late 20th Century, Post-Cold War global order is coming to an end. The world where offshore finance, rampant consumerism, and foreign manufacturing dominate, and where transnational organized crime flourishes, is coming to a rapid end. What will replace it? Who will succeed and who will fail? This keynote shows the way forward from a world transformed by new American tariffs, a re-armed, anti-Russia NATO, less interdependence with China, a modern Mexico, and the impending end of transnational organized crime. The old model of globalization is falling apart, and a new global economy is being re-engineered before our very eyes. Armed with foresight, your organization can position itself today for success.

How to Think About the Future (and How Not to Screw It Up!). This is a presentation for government and business professionals to improve their analytical skills. The most successful organizations are led through a sophisticated understanding of the future and which factors will create it. This takes time to build, and there are many pitfalls. Available as a keynote, breakout session, or day-long executive education session which covers the history of forecasting, the tragicomedy of bad forecasts throughout history, how to understand cognitive bias, and how any organization can improve its capacity to anticipate the future and win.

Strategic Intelligence Brief (Industry Specific). This keynote or breakout session will be built to order for each client, combining strategic trends and expert forecasts from Eric Garland's personal database of intelligence based on thirty years of working for corporate and government clients. Briefs will include analysis of trends in national security, information technology, energy, culture, economics, geopolitics, society, ecology, and more.

Building a Foresight Culture: Threats, Opportunities, and New Horizons for Leadership Thinking Eric Garland called the 2008 financial crisis down to the month. Nobody did anything different. Years later he warned about Russian intelligence operations against Western democracies,

and that time people acted on it. That warning eventually got him sanctioned by the Kremlin on the same day as three former CIA directors. The difference between those two forecasts is the subject of this keynote. Being right is a nice feeling. Being useful is a serious result. Drawing on 30 years as a strategic intelligence analyst and the methodology from his book *Future, Inc.*, Garland shows leaders how to make foresight a shared habit across an organization rather than one person's job. He takes audiences through four frontiers that are all moving at once: artificial intelligence, advanced air mobility, the new economy of space, and energy. He then gives them the tools to think about all four without panic or wishful thinking. The easy lesson is how to do foresight. The hard lesson is why organizations don't. Garland pulls apart the cognitive biases and cultural habits that keep smart teams from acting on what they already know. He also shows how AI is changing the way organizations take in uncomfortable information. Audiences take part in a fast, memorable scenario exercise and leave with a practical framework they can use on Monday. **Audiences will learn:** Why being right isn't enough, and what makes a forecast useful to decision-makers The six-step Future Intelligence method for looking 5 to 20 years ahead Why a real choice needs at least four scenarios The mental traps that turn good intelligence into bad decisions How AI changes the way leaders can hear bad news before it's too late **Ideal for:** executive teams, associations, professional-services firms, and any organization planning past the next fiscal year.
Format: 45 to 60 minutes, including Q&A.