



# HORIZONS **FORESIGHT** METHOD

## Module **5**



## Change Drivers



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# THE HORIZONS FORESIGHT METHOD

## FRAMING

- Identify the issue or problem of interest
- Consider the larger system(s) shaping the issue
- Prepare a simple domain diagram of what is "in" or "out" as a guide  
Allow it to evolve over the study

## ASSUMPTIONS

- Identify "current assumptions" buried in public dialogue and policy documents
- Identify key trends people assume are true
- Summarize key assumptions as a description of the expected future

## SCANNING

- Scan for weak signals of potentially disruptive changes
- Conduct interviews and facilitate dialogue to understand the system and develop insights

## SYSTEM MAPPING

- Identify key elements or nodes in the system
- Describe key relationships
- Use a system map to identify where change could occur and direct further scanning for weak signals as needed

## CHANGE DRIVERS

- Use insights from scanning to identify change drivers shaping the system
- Do cascade diagrams to see 2<sup>nd</sup> to 5<sup>th</sup> order consequences

## SCENARIOS

- Develop scenarios to explore a range of futures
- Identify potential challenges and discontinuities
- Test robustness of current assumptions and strategies

## RESULTS

- Explore policy challenges and opportunities
- Identify credible assumptions and robust strategies
- Identify key uncertainties, surprises and emerging issues
- Better understand how the system or issue could evolve

**You are here in the  
Horizons Foresight  
Method**



## LEARNING OBJECTIVES

- Understand when, how and why to use change drivers
- Understand how change drivers are used as part of the Horizons Foresight Method

## WHAT IS A CHANGE DRIVER?

- Definition: In the world of cause and effect, a change driver causes significant change in the system under study.
- A change driver is a significant disruptive force that is present in all scenarios, although it may have a different impact in each scenario.
- Change drivers influence elements on the system map. As they interact with one or more elements of the system, those elements change or behave in a new and/or unexpected way. This interaction is one of the sources of surprise and insight in foresight.

## EXAMPLES OF CHANGE DRIVERS IMAGINE IT IS 1982

- The number of and applications for personal computers are growing
- Anti-smoking sentiment is growing
- Charter of Rights and Freedoms promotes diversity
- China's Reform and Opening-up Policy

# FROM WEAK SIGNALS TO INSIGHTS TO CHANGE DRIVERS

- The scanning phase helps identify weak signals and insights about what is changing
- The change driver is a succinct statement of what is driving the change
- Example

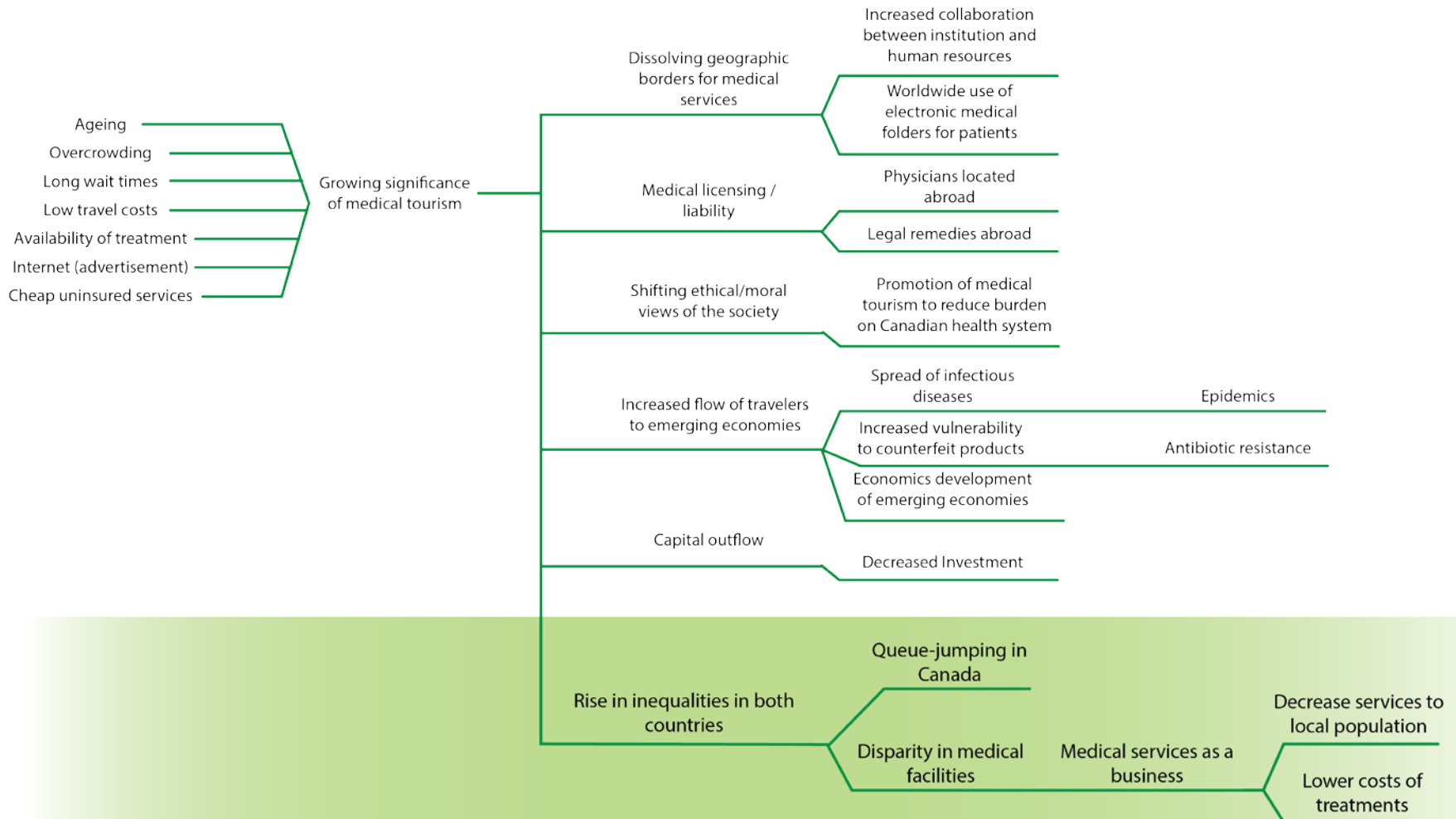
## **Weak signals** about Russia's recent behaviour:

- Russia wants to expand energy infrastructure and sales to China
- Russia is building new special economic zones to expand ties to the far east
- Russia is building the Eurasian Union to expand its influence
- Russia agrees to sell advanced missile defense systems to China
- New nuclear deal with India and air fighter deal with Malaysia

## **Insight/Change driver:**

- Russia is pivoting to Asia to expand markets, influence and allies

# IMPACTS OF A CHANGE DRIVER

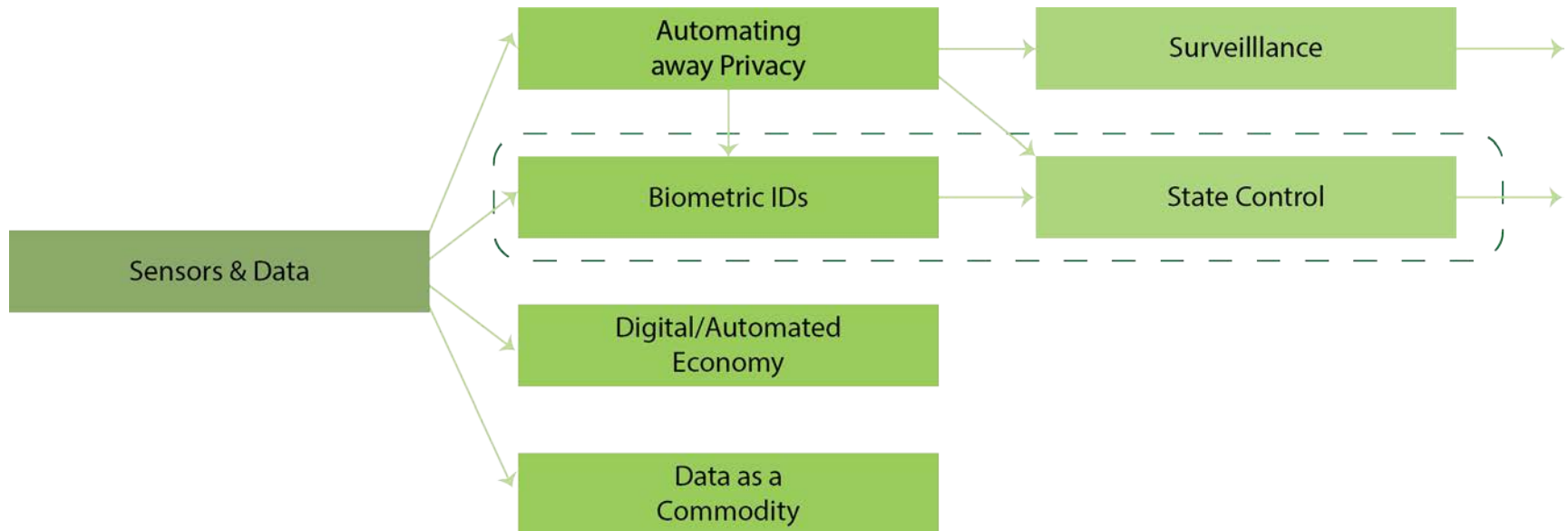




## WHAT MAKES A GOOD CHANGE DRIVER?

- It causes significant disruption
- The driver or its consequences are not well known or understood (or may be contested)
- The driver has impact within the timeframe (10–15 years)
- It is often a succinct statement with a direction to the change
  - E.g. *Aging* population, *Shrinking* Middle Class, *Rise* of Cleantech

# CHOOSE THE MOST STRATEGIC WAY TO FRAME THE DRIVER



## MORE ART THAN SCIENCE

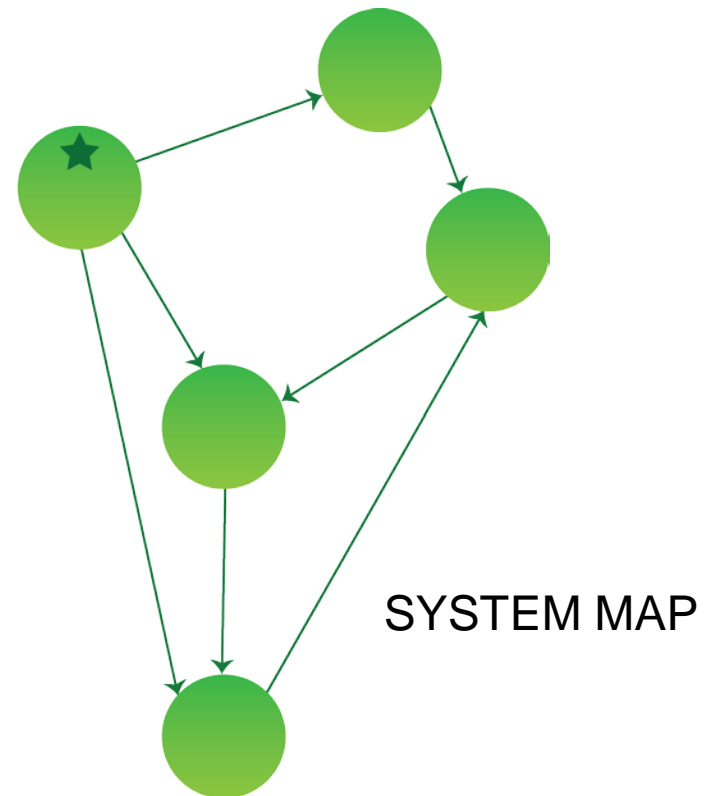
Ultimately, the choice of which drivers to use in the scenarios is a judgment call about which surprises are strategically worth exploring.

A photograph of a meeting room with a green tint. A man in a plaid shirt stands on the right, holding papers and presenting to a group of people seated around a table. The room contains a whiteboard, a clock, and a blackboard.

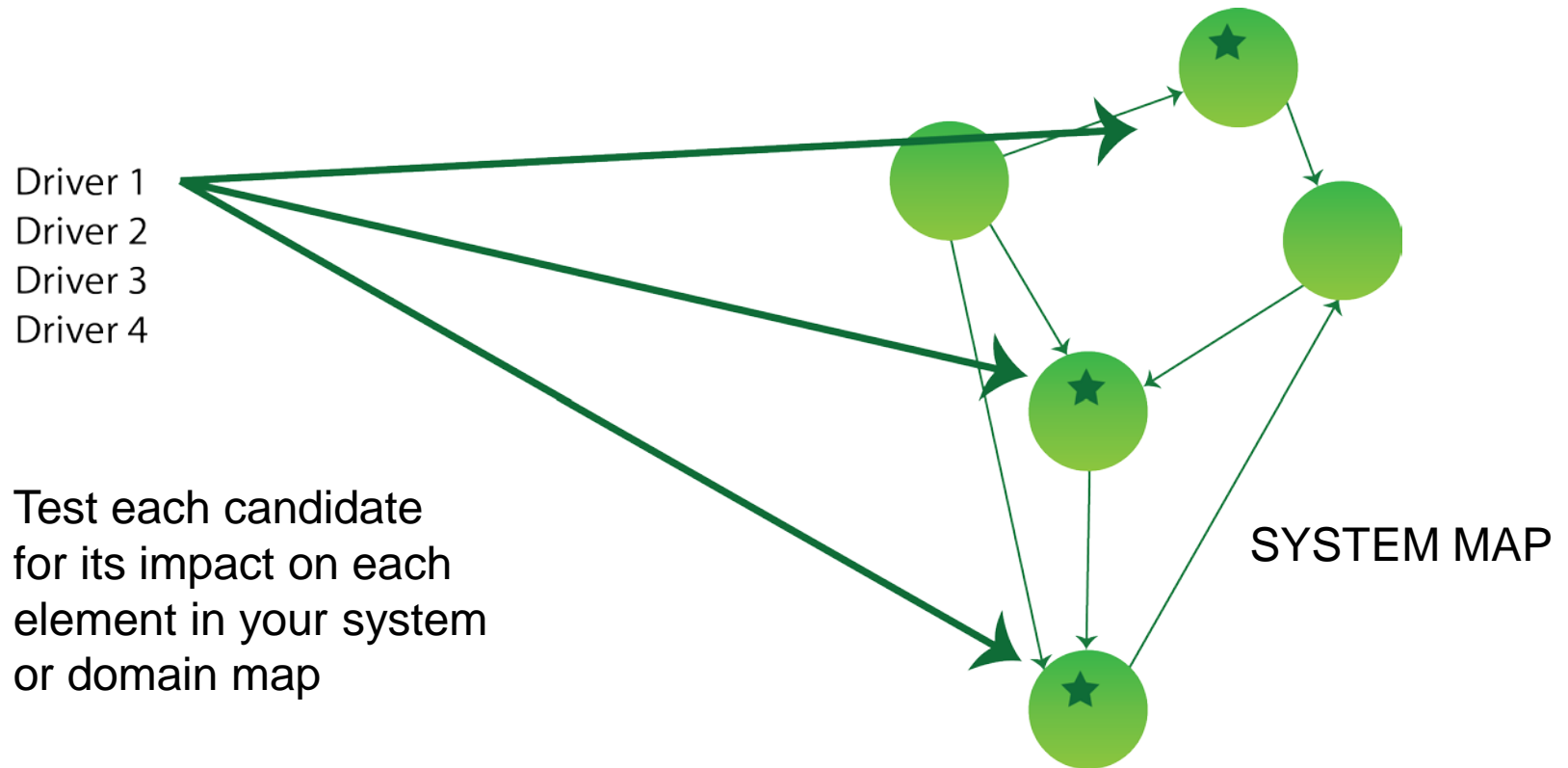
# TESTING TO IDENTIFY USEFUL DRIVERS

Driver 1  
Driver 2  
Driver 3  
Driver 4

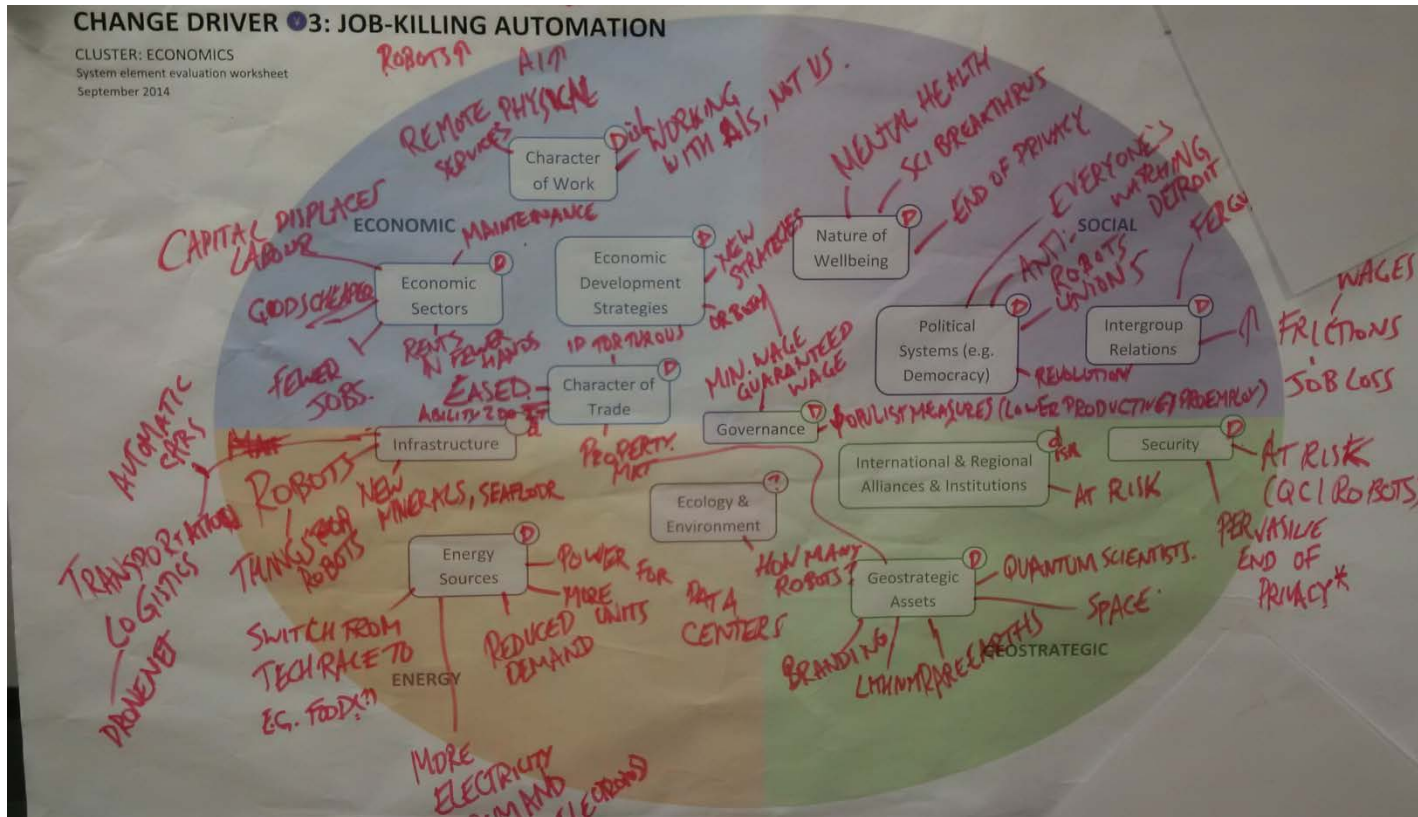
Test each candidate driver for its impact on each element in your system or domain map



# TESTING TO IDENTIFY USEFUL DRIVERS



# AN ALTERNATIVE APPROACH: USE A DOMAIN MAP TO ASSESS DRIVERS



# USING CROSS-IMPACT ANALYSIS TO SELECT DRIVERS

		SYSTEM ELEMENTS							
CHANGE DRIVERS		A	B	C	D	E	F	G	
	1	H							
	2			L		H	H		
	3								
	4				H			H	
	5		H	H	H				
	6	H			H				
	7						H	H	

**Rating:**

**H** = Change driver has a high impact on these system elements

**L** = Change driver has low impact on these system elements, but still interesting

Empty cell = no impact

# USING CROSS-IMPACT ANALYSIS TO EXPLORE INTERACTIONS BETWEEN DRIVERS AND FIND NEW SURPRISES

## THE WHOLE MATRIX

		CHANGE DRIVERS			
		1	2	3	4
CHANGE DRIVERS	1	X			
	2	X			
	3	X	X		
	4	X	X	X	X

## A CLOSER LOOK

	<b>THE DIGITIZATION OF THE ECONOMY</b>
<b>GROWING INEQUALITY</b>	INTERNET BECOMES A BASIC HUMAN RIGHT HEADLINE: OECD, HUMAN RIGHTS WATCH SLAM CANADA'S CONNECTIVITY IN THE NORTH



## WHAT IS NOT A CHANGE DRIVER?

- A statement about the change rather than *what is driving the change*.
- Change drivers are not normally any of the following:
  - problems
  - solutions
  - advocacy / desired states
- If a change driver does not have a significant impact on at least one element in the system map, then it should be discarded.

## SUMMARY

- Change drivers cause significant change in the system under study.
- Cascade diagrams help identify surprising and unexpected consequences of drivers over time.
- Cross-impact matrices and domain map exercises can be used to identify the most significant and disruptive change drivers.
- The choice of the best change drivers to use is more of an art than a science.

## INFORMATION

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