

**Training Title**

**MANAGEMENT INITIATIVE FOR SUCCESSFUL STRATEGY EXECUTION**

**Training Duration**

5days

**Training Venue and Dates**

REF	Management Initiative	For	5	25-29 Nov	\$4,250	Dubai, UAE
RM012	Successful Strategy Execution					

Training will be held at any of the 5 star hotels. Exact venue will be informed later.

**Training Fees**

- 4,250 US\$ per participant for Public Training includes Materials/Handouts, tea/coffee breaks, refreshments & Buffet Lunch

**Training Certificate**

Define Management Consultancy & Training Certificate of course completion will be issued to all attendees.

**TRAINING DESCRIPTION**

Planning is the art of thinking ahead. Ideas may come true when well planned. In this course, participants will learn why they need to plan, planning at different stages, and some strategic and analytical skills. Participants will also learn how to use good planning techniques to determine key performance indicators for satisfying requirements for balancing their budgets. Participants will be able to use their available forms, software and technologies for making and implementing effective strategies to meet new challenges and to ensure success.

**OBJECTIVES**

**Upon completion of this course, you will gain an understanding of the following important aspects of Planning**

- The importance of Planning
- Scenario Planning [www.definettraining.com](http://www.definettraining.com)
- Strategic planning
- Forming a strategy
- Analytical skills for planning
- Needs Analysis
- SWOT
- Implementation Strategy
- Planning for Operations
- Linking Planning to Strategy
- Prioritizing your needs and programs
- Balance score cards and Key Performance Indicators (KPI)

## TRAINING METHODOLOGY

A highly interactive combination of lecture and discussion sessions will be managed to maximize the amount and quality of information, knowledge and experience transfer. The sessions will start by raising the most relevant questions, and motivate everybody finding the right answers. The attendants will also be encouraged to raise more of their own questions and to share developing the right answers using their own analysis and experience. All attendees receive a course manual as a reference.

This interactive training workshop includes the following training methodologies

- 30% Lectures
- 30% Workshops and work presentation
- 20% Group Work & Practical Exercises
- 20% Videos & General Discussions

## WHO SHOULD ATTEND

The participants may be Supervisory level personnel , Managers / Sr. Managers who have the responsibilities of managing business and personnel.

## COURSE DAILY PROGRAM

### Day 1

- Introduction
- The importance of Planning
- The different types of planning
- Planning responsibilities
- Management Mix for effective planning
- Scenario Planning

### Day 2

- Business Plan
- Strategic planning
- Forming a strategy
- Strategy Implementation
- Strategy, the dream
- Data and Information

### Day 3

- The three stages of analytical skills
- Needs analysis
- SWOT analysis ( SWOT, or TOSW?)
- Planning for Operation

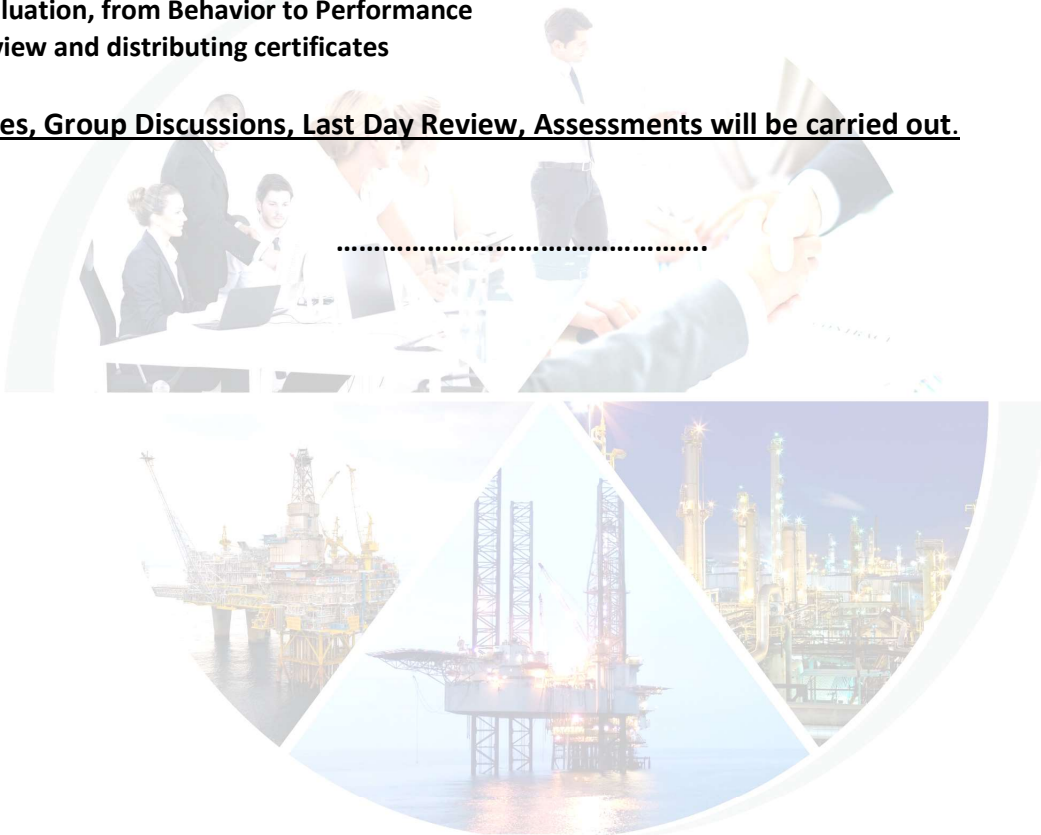
**Day 4**

- Linking planning to strategy
- Prioritizing your needs and programs
- Checking the success of your strategy
- Strategy for Long term Projects
- Strategy for Short term projects

**Day 5**

- Balance score cards for planning
- Designing KPIs ( Key Performance Indicators)
- BSC, the fine line between success, and failure
- Evaluation, from Behavior to Performance
- Review and distributing certificates

**Case Studies, Group Discussions, Last Day Review, Assessments will be carried out.**



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