

€ TRAINING

Strategic Performance Management





Strategic Performance Management

Introduction:

This training program is designed to equip participants with the essential knowledge and skills to craft, implement, and effectively manage organizational strategies. It integrates strategic management principles with performance management methodologies to ensure a holistic approach to organizational success.

Program Objectives:

At the end of this program, the participants will be able to:

- Understand the strategic management process and its significance in achieving organizational goals.
- Master the art of developing a robust organizational strategy, encompassing value proposition, architecture, and value chain.
- Integrate various dimensions of performance management, including financial, customer value, processes, innovation, and talent management.
- Acquire a comprehensive methodology for managing and evaluating organizational performance.
- Develop practical skills to align strategies with business models, ensuring sustainability and adaptability to the competitive environment.

Targeted Audience:

- Executives and senior management.
- Middle managers and team leaders.
- Human resources professionals.
- Business analysts and consultants.
- Project managers.
- Individuals seeking career advancement in strategic planning and management.

Program Outline:

Unit 1:

Introduction to Strategic Management:

- Overview of Strategic Management.
- The Role of Strategy in Organizational Success.
- Key Components of Effective Strategic Planning.

Unit 2:

Business Models and Value Proposition:

- Understanding Business Models.
- Crafting a Value Proposition.
- Aligning Value Proposition with Organizational Goals.

Unit 3:

Performance Management Dimensions:

- Financial Performance Management.
- Customer Value Management.
- Process Optimization and Innovation.
- Talent Management Strategies.

Unit 4:

Integrating Performance Dimensions into Strategy:

- Balancing and Aligning Performance Dimensions.
- Adapting Strategies to Environmental and Societal Impact.
- Case Studies on Successful Strategy Implementation.

Unit 5:

Performance Evaluation and Continuous Improvement:

- Evaluating Organizational Performance.
- Feedback Mechanisms and Continuous Improvement.
- Developing a Performance Management Roadmap.