

# € TRAINING

Seminar: Business Strategy Management





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### Introduction:

This lively and engaging training course is suitable for high-level professionals who are involved in the managers' key role in setting the organization's strategic direction and implementing plans. The training course supports the development of high-level strategy skills for middle to senior managers who want to gain or refresh their knowledge of strategic planning. It will increase their confidence in the use of corporate planning tools and approaches by clarifying internal capabilities and resources in relation to outside forces such as competitors and geopolitical factors. In a multi-cultural and globalized economy, human factors must also be addressed as part of the strategy implementation process.

### Course Objectives:

At the end of this course the participants will be able to:

- Develop good Vision and Mission statements in support of strategy formulation
- Carry out stakeholder analyses to manage diverse interests
- Recognize the impact of culture on interactions and outcomes
- Recognize the complexity of decision processes in the 21st Century
- Turn strategy into business and operational plans

### Targeted Audience:

- Professionals who want to sharpen their analytical skills
- Professionals wanting to further enhance their strategic leadership effectiveness
- Professionals aspiring to take on a more senior and strategic role in their organization
- Managers who want to encourage innovative thinking
- Managers wanting to refresh their thinking and gain confidence in the use of strategic management tools

### Course Outlines:

#### Unit 1: The Strategizing Process:

- Why strategize: 21st-century changes and challenges
- Strategic Planning
- Strategic thinking - Who, How, When and Why
- Strategic options, decisions, psychological factors
- Stories of success and failure
- Cultural impact on leaders

#### Unit 2: Strategic Management Skills:

- Leadership theories & styles- A toolkit for managers
- What drives you?
- Leaders' Emotional Intelligence

- Visioning, communicating & framing
- Leadership skills: Influencing and persuading
- Motivating employees

### Unit 3: Managing the Culture:

- The cultural iceberg
- Cultural frames of reference: The cultural web
- Impact of strong and weak cultures
- Cultural challenges: Globalisation, mergers, and acquisitions
- Evaluating your organization's culture
- Leaders' role influencing culture