

€ TRAINING

Advanced Management



2 - 6 December 2024
Munich (Germany)



Advanced Management

REF: M93 DATE: 2 - 6 December 2024 Venue: Munich (Germany) - Fee: 5940 Euro

Introduction:

This training program is an intensive program designed to elevate the capabilities of experienced professionals in managerial roles. Through a combination of advanced theoretical concepts, case studies, and interactive workshops, participants deepen their understanding of strategic decision-making, organizational dynamics, and change management.

Program Objectives:

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

- Understand and contribute to a discussion of emerging business issues in management.
- Determine your leadership and management advantage and plan your future in a risk free environment.
- Provoke traditional assumptions and examine business challenges from new current perspectives.
- Build on core functional competencies by creating a sustaining competitive advantage.
- Shift to new management and leadership paradigms and behaviors.
- Develop an implementation plan for their return.

Targeted Audience:

- Senior functional heads.
- Senior managers.
- Members of the executive committee.
- The heads of major business units.
- Senior members of the operating group.
- HR professionals.

Program Outlines:

Unit 1:

Performance Management Process:

- Integration of proven management methodologies.
- Fact-based data and information technology.
- Motivation and performance management.
- Performance management as an appraisal process.
- Performance management around the globe.

Unit 2:

Leading Organizational Change Through Innovation:

- Strategy innovations are managing the future.
- Strategy innovations are not strategic planning.
- Managing innovation and the discovery process.
- The discovery process: staging, aligning, exploring, creating, mapping.
- The future of strategy innovation systems in management.

Unit 3:

Leveraging Management Based Activities:

- Questions and Definitions of Activity Based Management.
- Activity-Based management as a key to success.
- Operational Activity-Based management for continuous improvement.
- Strategic Activity-Based management for profitability.
- Activity-Based management supports performance management.

Unit 4:

Integration of Performance Management:

- Customer intelligence and relationship management.
- Supplier Intelligence: managing economic profits across the value chain.
- Process intelligence and six sigma quality and lean thinking.
- Shareholder intelligence.

- Employee intelligence.

Unit 5:

Knowledge-Based Management and Organisations:

- Enabling knowledge-based competence of a corporation.
- Strategic management of knowledge.
- Market research in product development.
- Human Resource Management and knowledge creation.
- Organizing and managing innovation in a knowledge-based economy.