



Communication, Measurement & Implementation in Strategic Planning

PIK77-1225 LON-1



Place: London (UK)

Venue:

Start Date: 22-12-2025

End Date: 29-12-2025

PPP: £4550



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**If you can't train them,
you can't blame them!**

Short Description:

Whether starting a business, growing a business or preparing for retirement, the probability of accomplishing your goal increases substantially when you plan it rather than just start doing it. Planning is even more critical during challenging economic times or when multiple people and groups need to coordinate their actions to accomplish the primary goals, as is true of almost all organizational goals. In today's challenging economic world, organizational planning has become even more critical, not only to survive but to thrive. Most business executives will agree, intellectually, with the preceding statement, but agreement is not enough. Many organisations still fall into one of the following predicaments: • They do not plan. • They do plan, but plan poorly. • They plan properly, but do not communicate the plan throughout the organization. • They plan properly, but do not implement the plan. • They plan properly, communicate and implement, but do not measure effectively so they are never certain if they accomplished the intended result.

Course Overview:

The Goals:

By the end of this program you will be able to:

- Understand the concepts and the differences between of strategy, planning, goals and tactics.
- Demonstrate how the operating unit's strategic plan contributes to the organization's strategic plan.
- Master the steps in building a useful strategic plan.
- Recognize and Review your options during the process to optimize your results.
- Create clear, simple communication tools.
- Build a solid strategic plan that is unique to your organization.
- Develop a realistic implementation plan.
- Measure your results to make sure the organization is achieving its objectives.

The Process:

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The training process is a blend of presentation, small group work on real company case studies, demonstration of template examples and practical exercises. Bring your own strategic challenges for input. Included in the manual is a comprehensive bibliography.

The Results:

- Obtaining “Best practice” planning tools.
- More effective planning process leading to more accurate measurement of success.
- Better decision making on more choices.
- Improved efficiency in the planning and implementation process reducing wasted time.
- More effective implementation.

The Benefits:

- Faster results from your efforts.
- Better results for your efforts.
- More confidence in your abilities to exceed goals.
- Far greater motivation and proactively.

The Core Competencies:

This program aims to enable participants to develop the following competencies:

- Strategic thinking.
- Problem-solving.
- Prioritization.
- Best practice tool use.
- Communication.
- Implementation.
- Accurate & useful measurement systems.
- Change management.
- Business analysis.
- Team working.
- Presentation skills.
- Creativity.

Program Outline:

Day 1: Strategy – what is it and how to effectively create it?

1. Introduction to strategy - major international concepts on what it is & what it is not?
2. Developing and using Strategic Thinking.
3. Vision, Mission and Strategy: the relationships between & how to create the natural flow between them.
4. The steps involved in developing a strategy: a checklist.
5. Understanding your Unique Competitive Advantage & how to state it.

Day 2: The Planning Process

1. How to build and manage a strategic planning team.
2. Strategy Matrix: understanding options and analysing business attractiveness.
3. External analysis: using the PESTLE tool to gain insight & Market analysis.
4. Goals & Objectives: the specifics are critical (*Short-term, Medium-term, Long-term*).
5. Contingency planning because something always goes wrong.

Day 3: Communication – the challenge of getting everyone on the same page

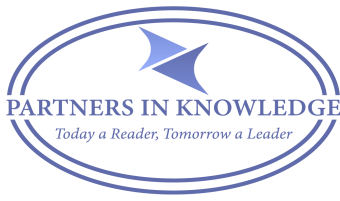
1. Using multiple channels to get the message across.
2. Leveraging people's learning styles to communicate more effectively.
3. Using your Emotional Intelligence.
4. Dealing with resistance effectively.
5. Setting up a Rewards system.

Day 4: Strategic Implementation

1. Effective implementation - converting planning into action.
2. Planning the implementation: Using a project management tool.
3. Setting expectations: benchmarks, hurdles, milestones.
4. Using the Deming model: Plan-Do-Study-Act (*PDCA*) to increase success.
5. Developing action plans that work.

Day 5: Measurement for Success

1. How to develop accurate and relevant measurement systems.
2. Separating the KPIs from everything else.
3. Blending the financial and non-financial measurements - the balanced scorecard concept.



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4. Using the Balanced Scorecard as a Tool of Success.
5. Using variances analysis to manage the plan.

