Management & leadership · ML100

Goal Frameworking & Strategic Planning

Fixing Business Goals, Targets & Deliverables

Duration **1 Week**	Fee **from £3,100**	Category **Management & leadership**
Ref **ML100**	Language **English**	Certificate **Certificate of attendance**

Introduction

Managers must be able to plan strategically in order to be successful. Because effective strategic planning is critical to the future success of any organization, developing this competency is a critical component of managerial skill enhancement. Most strategic planning, however, lacks vision. It's just a straight-line extrapolation from the past to the future. In a world where change is happening faster than ever before, this is at best naive and at worst a recipe for disaster.

True strategic planning entails positioning the organization for a future that is distinct from the past.

This course will concentrate on strategic planning as an essential management system for guiding the manager and organization into the future by establishing specific goals.

This course will also emphasize the importance of developing personal mental agility as well as organizational agility. The driving forces behind both strategic successes and failures will be closely examined.

This course will focus on:

- Presentation of the Concept and Significance of Strategy and Strategic Planning
- Introduction to the Main Approaches to Strategy Formulation and Goal Setting
- Case Examples of Organizations Formulating Strategic Plans
- Group Work on Specific Cases and Problems
- Extensive Use of Practical Examples in which the course leader has been personally involved

Course Objectives of Goal Frameworking & Strategic Planning

By the end of this course, you will be capable to:

- Examine how to design visionary strategic plans
- Consider the utilization of a model for organizational assessment
- Formulate insights into strategic planning problems to avoid
- Identify and learn from examples of strategic success and failure

- Develop an understanding of the nature of the organizational life cycle
- Study the preparation of effective contingency plans

Course Methodology of Goal Frameworking & Strategic Planning

The most up-to-date training methods are used to present this training course.

This course is carefully planned to address all styles of learning and to engage participants fully. Formal presentations and discussions are supplemented by group exercises which provide opportunities for personal participation in real situations. There will also be video presentations that focus on key issues. This approach makes the learning process enjoyable, fast-paced, challenging, and empowering.

Organizational Impact of Strategic Planning & Goal Setting

How does the organization benefit by sending employees to this course?

- Employees are better able to relate their functional work to the overall direction of the organization
- There will be greater flexibility within the organization
- Employees' will be able to analyze and building creative solutions that will be enhanced
- Employees will have more confidence in setting and aiming for ambitious targets
- Employees will be better placed to cope with organizational change
- Employees will think more rigorously about creating tomorrow's organization out of today's organization

Personal Impact of Strategic Planning & Goal Setting

How does the delegate benefit from attending this course?

- Participants will learn how to combine analytical and creative thinking
- Participants will have a better understanding of the global business environment of the 21st century
- Participants will learn how to make choices in making the best use of finite resources
- Participants will develop improved preparedness to deal with contingencies
- Participants will learn how to set challenging, realistic, and achievable targets
- Participants will have further developed their ability to move up in their organization

Target Audience of Goal Frameworking & Strategic Planning

This course is designed for professionals involved in the planning process. It will be of benefit for all managers who seek to enhance their planning skills.

Typical delegates would include the following:

- Specialist Managers
- Operational Managers
- Team Leaders

Course Outlines of Goal Frameworking & Strategic Planning

DAY 1

Strategy, Strategic Planning, and Competitive Positioning

- Introduction to the Seminar – Structure, and Content
- Strategy - Concept, and Significance
- “Competitive Positioning” vs. “Blue Sky” Approaches
- Achieving Competitive Advantage through Flexibility and Agility
- The Interaction of Strategy, Structure, and Business Processes
- Gathering Information and Intelligence for the SWOT Analysis

DAY 2

Strategic Intent, Strategic Choice, and Balancing Scorecards

- Vision and Mission Statements - Preparing for the Future
- Business Analysis and Contingency Planning
- Strategic Choice
- Converting the SWOT Analysis into the “Strategy Matrix”
- Strategy Formulation – Programs, Projects, Policies
- Transforming the Organization - Strategy Implementation and Managing Change

DAY 3

Assessing the Current State of the Organization

- Leadership and Management about Strategy
- Customer and Market Focus
- Human Resources and Knowledge Management
- Building a Strategic Planning Team
- Effective Process Management to Achieve Business Results
- Monitoring and Measuring Business Performance

DAY 4

Strategic Planning Best Practice Whilst Avoiding the Pitfalls

- The Strategy Life-cycle and the Problem of Strategic Drift
- Getting Innovative thinking into the Organization
- The Potentially Negative Dimensions of Success
- How to Avoid 'Paralysis by Analysis?
- Overcoming inability to evaluate fresh ideas, denying the truth, and thinking inside the box
- The Critical Importance of Good Planning Team Dynamics

DAY 5

Personal Strategic Planning

- Applying Strategic Tools and Techniques to the Individual
- Personal Goal Setting, Creating a Personal Strategic Plan
- Implementing Change - Achieving Progress as a Strategic Manager
- The Mix of Competencies and Personal Skills required in 21st Century Business
- Executing Strategy - How to break it down and get it done?
- Developing Inspiration and Gathering Support
- Overcoming Adversity by Leveraging your Skills and Building on Success
- Conclusion - A Personal Role in the Strategic Planning and Goal Setting Processes

Dates & Venues

Date	Venue	Duration	Fee
22 - 26 Nov 2026	Cairo	1 Week	£3,100
29 Nov 2026 - 3 Dec 2026	Manama (Bahrain)	1 Week	£3,650
30 Nov 2026 - 4 Dec 2026	Paris	1 Week	£5,150
6 - 10 Dec 2026	Dubai	1 Week	£3,650
7 - 11 Dec 2026	London	1 Week	£5,000
7 - 11 Dec 2026	Madrid	1 Week	£5,000
21 - 25 Dec 2026	Amsterdam	1 Week	£5,150
27 - 31 Dec 2026	Istanbul	1 Week	£5,000
28 Dec 2026 - 1 Jan 2027	Kuala Lumpur	1 Week	£5,000

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