

Strategic Planning:

Most organizations conduct their strategic planning as a part of their budgeting process. Unfortunately the budgeting process gets has them focusing backwards on where we have been. This Strategic Planning Process looks forward to the end of the coming year and establishes the specific goals, tasks, and measures for success.

People will support what they help to create. This is a completely applied session that develops a complete and detailed Strategic Plan for a department, division or an entire organization. Participants learn the process by constructing their own Strategic Plan.

One organization we work with has used this process to successfully drive their entire business for the past 7 years. Everyone in the business : from the executive team thru to each and every sales representative works every year from their own detailed Strategic Plan. If someone is working on something then it should be on their strategic plan. If not then why are they working on it! These individual and departmental plans all roll up into the complete overall Organizational Strategic Plan.

This process is one of the most powerful tools a leadership team can have to drive results for a coming year.

Strategic Planning Course

Purpose: To improve and enhance each participant's strategic planning skills.

Participants will learn to use a simple group strategic planning process. Long-range goals will be developed both at an individual and organizational level. The team or department will collaborate to create a group strategic plan. Individuals will return to the workplace and complete their own individual action plans. These action planes will be in alignment with the overall strategic plan. This course emphasizes a consistent methodology for developing the annual organization strategic plan.

Expected Benefits:

- Increased awareness and understanding of achieving individual goals
- An improvement in the alignment of goals:
 - Within individual teams or departments
 - Within the entire organization
- The ability to both create and use a common strategic plaming process
- Sharing of specific individual projects to gain support within the group
- Commitment to the most important activities over the next year

Length: 1 day

Participants: 12

For more information contact Frank Prince

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