

CORPORATE STRATEGY AND STRATEGIC LEADERSHIP

3 DAY
WORKSHOP



STRATEGY THAT COUNTS FOR YOUR COMPANY STRUCTURE FOLLOWS STRATEGY

Is your company and business heading in the right direction?

Strategy has been defined as planning the future of the business today....and then making it work from today...

COURSE OVERVIEW

Strategy is more than a planning exercise. It's at the heart of the business model.

It means an assessment of:

- The choice of sector, industry and business type. Are we in the right business?
- The choice of direction and goals. Can it be achieved? How are we going to get there? When will we get there? What if something goes wrong? The desired results.
- The choice of business relationships. Who should we be talking to? Our customers? Our suppliers? Our shareholders? What are our business terms?
- What resources are required to generate and grow value? What productive tangible assets need to be acquired?
- What human capital needs to be employed?
- What are the risks that we face? What are the risks that one faces known and unknown? The certainties and uncertainties. Who are our competitors? What have they got that we do not have?
- What returns do we need to achieve our goals – returns on assets, return on environment, return on capital?
- What operational activities have to be put in place to support the corporate and business strategy?
- Is our business model sustainable?
- What leadership is needed to make it work.....make it happen?

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**3 DAY
WORKSHOP**

DURING THIS 3 DAY WORKSHOP YOU WILL:

- DISCOVER HOW TO ANALYSE YOUR BUSINESS SITUATION
- DO A SWOT ANALYSIS ON YOUR BUSINESS MODEL
- IDENTIFY THE CRITICAL SUCCESS FACTORS IN YOUR ORGANISATION
- IDENTIFY THE CRITICAL RISK AND CONSTRAINING FACTORS
- IDENTIFY THE ACTION ITEMS AND PRIORITISE TO FAST TRACK THE ACHIEVEMENTS OF YOUR GOALS
- START CONTROLLING AND MEASURING ALL THE STAKEHOLDERS THAT IMPACTS ON YOUR COMPANY
- PRIORITISING CHANGES THAT WILL MAKE A DIFFERENCE
- UNDERSTAND THE DIFFERENCE OF CORPORATE STRATEGY AND BUSINESS STRATEGY
- BUILD A STRATEGIC FRAMEWORK FOR YOUR COMPANY

WHO SHOULD ATTEND

- CEOs, COOs, CFOs
- EXECUTIVES AND NON-EXECUTIVES, BOARD MEMBERS
- HEADS OF DEPARTMENTS, MANAGERS, AUDITORS AND ACCOUNTANTS
- ALL MEMBERS OF THE C-TEAM
- ENTREPRENEURS
- LEADERS IN GOVERNMENT, NGOs

COURSE DELIVERY

Comprehensive workshop notes are provided to supplement a dynamic and practical provision. This is complimented with delegate participation and group workshop case studies