

€ TRAINING

Seminar: The Advanced Management
Program





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Introduction:

Today's executives have no room for error in navigating the market upturn to ensure their organization's survival and success. This all-new capstone to our Management Program is a fast track to more effective senior management by learning to best leverage your corporation's competencies and build high value, sustainable growth.

An excellent course for experienced executives looking for late-breaking management ideas centered on strategy and "growth maximization" to prepare for market realities in the next three years.

Course Objectives:

At the end of this course 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 your 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

Course 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: 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