

# Strategic Business and Financial Planning



In these times of economic uncertainty, many organisations are facing the realities of managing and leading their business through the toughest situations they have experienced. One of the most important assets any organisation needs to see it through is authentic leader with sound strategic business planning and financial acumen. In this workshop, you will learn to:

- Increase your confidence in handling the strategic aspects of Leadership
- Learn to work on your own business and organisational issues
- Identify opportunities and take responsibility for change
- Align others to support change that delivers results

## Who Will Benefit?

Senior leaders who are committed to improving the results of their organisation

## Course Outline

### Day One

- What is strategy business planning and how should we manage it?
- The benefits of strategy and strategic thinking; at the corporate, business directorate and personal level
- Strategic options and choices
- Bravery, taking responsibility and how to make strategic decisions
- Create strategic options and rank the various choices assessing strategic and financial attractiveness
- What roles do uncertainty, implementation and acceptability play?
- Managing Operational Breakthrough
- How do we prioritise breakthroughs?
- Introducing Attractiveness Implementation Difficulty (AID) Analysis
- Managing For Value
- Understanding the links between finance, operations and strategy
- Balancing long-term against short-term, capturing customer value
- Coping with intangibles, inter-dependencies and uncertainties

### Day Two

- How can costs be managed more strategically to achieve performance breakthroughs?
- Diagnosing cost issues, and creating challenging options
- Prioritising cost breakthroughs
- Overview & usability of financial analysis & ratios
- Return on Investment
- Payback Period
- Cost Benefit Analysis
- Managing costs
- Forecasting
- Measuring against the plan
- Mapping cost drivers (tangible and intangible)

**Duration** 2 Days

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