

Strategy execution is one of the most critical capabilities an organization must develop. As mentioned in many studies, in almost 70% of business failure cases, the real problem lies on bad strategy execution, not on bad strategy formulation. This is mainly due to the lack of a clear process to translate strategic objectives into operational terms, as well as the availability of tools to follow up the implementation of strategy.

"Performance Management: the BSC approach" is a one day seminar designed for managers interested in understanding how the Balanced Scorecard framework can improve the ability of their organizations to execute strategy.

Who should attend:

Managers and directors directly involve in the formulation of strategies and the performance management, in particular those with responsibilities in the following areas: strategic planing, financial, Operations, Marketing & sales, IT and HR.

How your organization will benefit:

Participants will learn to:

1. Identify the main elements affecting the execution of a strategy
2. Understand the foundations for a strategy focused organization
3. Manage the basic concepts of Balanced Scorecard
4. Undertand the advantages of automating a performance management project.
5. Describe the main steps in implementing Balanced Scorecards

Duration: 1 day Maximun number of participants: 10

The workshop includes a demo of [PilotWorks](#) software.

Main topics

- Principles for a successful Strategy implementation
- The BSC approach to strategy implementation
- Mapping the strategy
- Measuring the strategy implementation
- Issues linked to preparing your team to implement the strategy

Contact us

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Contact us for more information

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