

## **Strategic Awareness and Business Acumen**

### **DAY 1**

#### **The “Business” Process**

- 21st Century Changes and Challenges
- Psychological Aspects of Decision Making
- Strategic Thinking – *Who, How, When & Why*
- Examples of Strategy Success and Failure
- Business Savvy and Business Sense
- Financial Literacy
- Business Management and Leadership

### **DAY 2**

#### **Strategic Management Skills**

- Leadership Theories & Styles
- Attributes of Successful Leaders
- Strategic Skills: Traits or Contextual
- Visioning, Communicating & Framing
- Team and Organisation Perspectives on Implementing Strategies
- Leading others through the Strategic Process

### **DAY 3**

#### **The Strategic Process**

- Impact of External Change: Competitive Positioning, Technology, Regulation
- Innovation: Blue vs. Red Ocean Strategies
- The Strategy Hierarchy
- Realizing the Strategies: Making them happen
- Recognizing & Reacting to Disruptive Competition
- Competitive Positioning

### **DAY 4**

## **Business Acumen**

- The Dimensions of Business Issues
- Business Complexity and Uncertainty
- Mindfulness, Sense-making and Resilience
- Financial Understanding and Interpretation
- Key Stakeholder Analysis
- Competitive Strategies required for Success
- Problem Solving and Decision Making
- Avoid Common Planning Traps and Pitfalls by conducting a Business Strategy Review

## **DAY 5**

### **Strategy Implementation and Communication Plan**

- Challenges of Mergers & Acquisitions
- Test Strategic and Business Models
- Explore the Essential Elements needed to implement a Strategic Plan
- Develop Profit Improvement Strategies and Planning for Growth
- Strategic Execution: Budgeting, Forecasting & Adjusting to Reality
- Communicating and Aligning Corporate to Individual Objectives