TRINOVA TRAINING AND CONSULTING

Introduction

Strategic planning and management control are the foundation of every successful organization. In today's rapidly evolving business environment, professionals are required to set and direct strategy while ensuring that budgeting and control systems remain effective.

This strategic planning training program is specifically designed to help professionals face these challenges by providing a comprehensive framework for strengthening organizational performance and delivering greater value.

Participants in the strategic planning, management control, and effective budgeting course will take a practical approach to financial planning, learning advanced techniques for budgeting and cost control. They will develop the expertise required to manage organizational finances with precision and accuracy.

By the conclusion of this program, participants will significantly strengthen their skills in strategic leadership, financial management, and operational efficiency. Whether you are a project manager, department head, budgeting staff member, or a professional aiming for career advancement, this course provides the knowledge and tools to elevate your performance and accelerate your career.

Target Audience

- Project Managers
- Heads of Departments
- Budgeting Staff
- Employees seeking to develop strategic leadership and financial management skills
- Professionals pursuing career growth in finance and budgeting

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Course Objectives

By the end of this program, participants will be able to:

- Develop a clear understanding of strategic planning and management control processes.
- Learn how different elements of planning and control interact to create a systemic approach to organizational efficiency, from strategy formulation to execution.
- Identify, manage, and mitigate business risks.

- Recognize leadership approaches that unlock the potential of every team member.
- Understand the factors that drive long-term, sustainable business success.
- Think in terms of processes that add value to customers and stakeholders.
- Align strategic planning with budgeting and cost control processes.
- Appreciate the importance of project planning, management, and appraisal.
- Compare traditional and modern budgetary techniques.
- Explore capital budgeting and activity-based budgeting approaches.
- Identify critical strategic and financial indicators, along with when and how to measure them.
- Discuss the challenges and limitations of budgetary control and examine alternative tools.
- Balance financial and non-financial measures when managing projects.
- Link budgeting processes with quality management and business process improvements.
- Identify areas for continuous professional development.
- Learn to apply a consistent framework for managing organizational activities, processes, and changes.
- Plan, prioritize, and execute tasks effectively.
- Prepare for contingencies and rapidly changing circumstances.
- Build confidence in managing relationships with superiors, colleagues, and subordinates.
- Strengthen project management abilities.
- Integrate planning, budgeting, and cost control using financial concepts as a common organizational language.
- Manage various types of costs and understand their impact on decision-making.
- Address challenges in overhead cost allocation through activity-based analysis to improve pricing and decision-making.
- Select and apply performance measurement systems that align with business strategy.
- Move from cost analysis to strategic evaluation and performance measurement.
- Explore methods beyond traditional budgeting, including balanced scorecard frameworks, six-sigma methodologies, and business excellence models.
- Gain a comprehensive perspective on what drives business success.
- Understand and manage the complexities of real-world organizational dynamics.

Core Competencies Developed

- Strategic business management
- Risk identification and management
- Effective negotiation skills

- Leadership and motivational techniques
- Advanced cost and budgetary analysis
- Organizational process redesign
- Evaluating the financial impact of strategic decisions
- Applying balanced scorecard methodologies

Course Content

Unit One: Strategy

- Introduction to the concept of strategy: background, evolution, and major theories
- Developing strategic thinking skills
- Building a structured approach to strategy formulation
- Linking vision, mission, and strategy
- The steps of strategy development
- Practical approaches to strategy implementation

Unit Two: Risk Management

- Understanding the meaning and nature of risk
- Identifying risks within strategic initiatives
- Prioritizing and ranking risks
- Developing contingency plans
- Applying risk mitigation techniques

Unit Three: Negotiation

- The central role of negotiation in business success
- Focusing on shared interests
- Separating personal issues from business challenges
- Remaining objective and professional during negotiations
- Negotiating with more powerful stakeholders
- Negotiation strategies and tactics

Unit Four: Leadership

- Understanding leadership from a strategic perspective

- Distinguishing between leadership and management
- Applying leadership theories in practice
- Enhancing the performance of every team member
- Motivating employees to maximize contribution
- Developing a personal leadership improvement plan

Unit Five: Strategic Leadership

- Building intrapersonal and interpersonal skills
- Applying leadership techniques for effective team development
- Encouraging innovative approaches to leadership

Unit Six: Establishing a Common Financial Language

- The importance of budgeting and cost control in modern organizations
- Creating value in the twenty-first century business environment
- Moving toward a cross-functional, process-based view of organizations
- Financial accounting compared with managerial accounting for decision-making
- Integrating financial and non-financial performance indicators
- Identifying key processes and projects critical to organizational success

Unit Seven: Budgeting and Cost Analysis

- Fundamental cost concepts and terminology
- Applying different cost classifications for decision-making
- Distinguishing between fixed and variable costs through cost-volume-profit analysis
- Contribution margin analysis
- Differences between manufacturing and non-manufacturing costs
- Product costs versus period costs in inventory valuation and control

Unit Eight: Traditional versus Advanced Techniques in Cost Control

- The impact of under-costing and over-costing on profitability
- Refining costing systems to improve accuracy
- Understanding indirect costs compared with direct costs
- Traditional cost allocation methods compared with activity-based costing
- The concept of cost hierarchy and cost drivers
- Linking resources, activities, and management decisions
- Introducing activity-based budgeting and activity-based management

Unit Nine: Master Budgets, Flexible Budgets, and Variance Analysis

- Defining the master budget and its organizational benefits
- Differentiating between static budgets and flexible budgets
- Calculating flexible budget variances and sales volume variances
- Behavioral aspects of budgeting and their effect on performance
- Improving the budgeting process in organizations
- Tools and techniques that complement budgeting and costing practices

Unit Ten: Beyond Traditional Budgets – Balanced Scorecards and Six-Sigma

1. Expanding performance measurement frameworks
2. Customer satisfaction and business process reengineering as strategic imperatives
3. Integrating financial and non-financial perspectives beyond budgeting
4. Introduction to balanced scorecards
5. Introduction to strategy maps
6. Introduction to six-sigma methodology