

## Business Planning for Performance – Seminar Overview

### Purpose

To explore the use of business planning techniques as a part of an effective management process for an organisation.

### Attendance

Directors and managers who are responsible for preparing, or making a significant contribution to business planning.

### Outcomes

Participants will be able to: -

- Recognise the potential value and benefits of business planning
- Identify the barriers that can cause the process to become ineffective
- Identify how to combine ideas from other sources such as business excellence models, Balanced Scorecard, and Investors in People, etc
- Differentiate between vision, mission, goals, strategies and objectives and ensure all people, initiatives and improvements are working towards the same vision
- Recognise the importance of aligning business planning, management processes and underpinning values within the whole organisation
- Consider the management and leadership practices that are essential to engaging employees, deploying and delivering a business plan
- Recognise business planning and supporting tools and techniques that might be of use back in the workplace.

### Content Overview

The seminar will include:-

- Why planning and performance management are fundamental requirements for any organisation
- Research and diagnostics
- How market leaders keep their edge
- Tried and tested principles for a working business plan (and why organisations unintentionally plan to fail)
- Using a 'values' based approach to strategic planning (the pro's and con's)
- Aligning commercial practices with proclaimed Values
- Establishing the right measures
- Implementing a business plan and engaging the organisation's people
- How to ensure objective setting and action planning works
- Monitoring performance, managing variances and providing support

### Timing

One day from 0900 – 1630.