



**LEARNING+DEVELOPMENT
PARTNERSHIPS**

SUPPORTING ACHIEVEMENT AT WORK

Business Planning for Performance – Workshop 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
- Use business planning and supporting tools and techniques back in the workplace.

Content Overview

The workshop will be tailored to meet the specific needs of the participants. The following information will provide the framework: -

- 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
- Testing a step by step business planning process
- Exploring supporting tools and techniques.

Timing

Two days from 0900 – 1630.