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Strategic Planning and Decision Making

Duration: Two week

Preamble

Strategic planning is a process that facilitates meeting long-range goals and objectives for public institutions, agencies, or departments, although context and constraints differs. Strategic planning is about changes. It means getting the organisation from here to there. It seeks answers to these four questions: Where do we stand? Where do we want to be and when? How do we get there? How do we monitor progress towards our objectives? Planning is more important than the Plan.

Decision making is a fundamental skill for any successful executive. But decisions at strategic level are hard to make. They require large amounts of resources and commitments which may be irreversible. They involve long-term consequences that are hard to predict. And, they require considering multiple, often conflicting, strategic objectives which are difficult to balance, particularly in the presence of risk and uncertainty.

Course Overview

The course approach goes beyond traditional analyses and prescriptive generic positioning!

The approach is focused, instead, on enhancing strategic decision making capabilities, recognising that both analysis and intuition are necessary for high quality decision making. This is different because each organisation is unique, with its own strategic objectives, capabilities and strategic options - and that strategic decision making is at the core of any successful strategizing process.

This unique executive course is designed to enhance your decision capabilities when confronted with strategic choices, when searching for decision opportunities, and when designing strategies both in conditions where there is sufficient time to conduct analyses and when there is only time to choose intuitively. The course will improve participant analytic and intuitive abilities to make strategic decisions under such tough conditions.

The present seminar focuses on initiating and supervising the Strategic planning cycle so that the entire process will deliver the desired results effectively and on time.

Course Outcome

By successfully completing this course, participants will:

- Learn a robust framework for analysing decisions with multiple objectives and uncertainties
- Master decision modelling capabilities for representing complex strategic decisions
- Develop decision software skills for supporting strategic decisions
- Gain hands-on experience on modelling strategic objectives and value trade-offs, as well as uncertainties and risks
- Learn how to assess the performance of strategies and choose high-value strategic options
- Master the key principles of behavioural decision science

- Learn how to better tackle decision problems that are hard to solve analytically, for lack of time, data, computational ability, or too much information
- Become alert to systematic cognitive biases and traps that operate on individuals and groups and learn how to overcome them
- Make better intuitive judgements in strategic decisions
- 'Plan' the planning process: how to define activities, assign tasks, validate outputs, and set timetables.
- Get the Strategic Plan approved: acquire skill for 'budgeting the Plan', allocating budgets for projects and programmes, 'Results-based budgeting', 'Pushing the Plan through the organisational power levels.
- Supervise the Action Plan implementation and monitoring: this involves Staffing and assigning responsibilities. Setting-up portfolio management guidelines and timely reviews. Performance-based monitoring. Aligning projects and programmes with goals and objectives. Corrective actions. Assess achievements or pitfalls and publicize progress.

Who Should Attend?

The programme is designed for executives, senior managers of public organisations, across every department of the organisation who are dealing, or are involved with, strategic decisions and managers who will be in leadership positions in the future

Training Methodology

The mode of instruction is a combination of theoretical sessions by subject-matter interspersed with discussions and practical exercises. We encourage participants to come with their challenges so that we can resolve same. Our instructors have in-depth knowledge and working experiences while having obtained specialised and world-class education and training.

Course Details:

Location: Pretoria or Banjul