

# Business Planning

## Overview

The aim of this course is to familiarise participants with business planning processes and the content of a business plan to meet future organisational and business unit challenges. Particular emphasis is given to the context of business planning in contemporary organizations with a focus on being able to respond to changing situations.

## Learning outcomes

**On completion of this course participants should be able to:**

- o Review organisational systems
- o Close the 'implementation gap'
- o Responded to the challenges of managing operations
- o Produce an outline business plan
- o Avoid common pitfalls
- o Develop measures to monitor performance
- o Reduce the likelihood of 'under-performance' and failure

## Overview of content

### Strategic context of business planning

- o Key business planning challenges
- o The implementation gap
- o Differentiation strategy
- o Portfolio and Program management

### Influences on business planning

- o Culture
- o Structure
- o Diversity
- o Resource management
- o Organisational systems

### Business planning processes and tools

- o Business analysis
- o Business plan components
- o Management functions
- o Project management
- o Stakeholder management
- o Motivation, recognition and reward
- o Structuring business units
- o Communication
- o Conflict resolution
- o Resource planning
- o Control and empowerment

## Who should attend?

Anyone who is involved in the development and control of business plans including subject matter experts who contribute to them.

## Course Duration

One or two days