STRATEGY EXECUTION: TURNING PLANS INTO PERFORMANCE

March 10 - 13, 2020
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Performance of an organisation depends not only on having a coherent strategy but also on how managers at different levels understand and implement it. Magnificent visions and grand strategies cannot lead to success without their effective implementation across the length and breadth of the organisation. Real test of a strategy occurs when the rubber meets the road—when visions from the top either diffuse or clash in the middle of the organisation, when goals trickling down either unite and focus or divide and distract the performers, and when everyday actions either propel the organisation toward its chosen destiny or push it into the wilds of disarray. If coming up with a great strategy is challenging, translating it into fruitful actions is daunting.

This 4-day intensive programme is aimed at helping executives understand the process of formulating and implementing business strategy in various domains and at various levels of organisation. It is specifically designed to help managers conceptualise and materialise a business strategy, formulate and translate it into concrete goals and tactics, and drive the whole organisation toward superior performance.

PROGRAMME BENEFITS

The programme will help participants to:

- Understand the process of formulating and implementing business strategy
- Translate strategies into SMART goals and action plans
- Develop approaches for effective implementation and monitoring of chosen plans
- Identify and address pitfalls during strategy execution
- Influence and bring key players on board for effective strategy execution

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<thead>
<tr>
<th>Programme Date:</th>
<th>March 10 - 13, 2020</th>
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<tr>
<td>Programme Fee:</td>
<td>PKR 200,000</td>
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<td>Residential Fee:</td>
<td>Inclusive</td>
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<td>Venue:</td>
<td>Rausing Executive Development Centre, LUMS</td>
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WHO SHOULD ATTEND

The programme is designed for senior corporate executives responsible for crafting and implementing strategies for attaining enterprise performance goals such as General Managers, SBU Heads and Strategic Planning Officers.

PROGRAMME COVERAGE

The programme utilises cases, simulations, interactive lectures and a project to primarily focus on:

- Key frameworks and tools for strategy formulation and execution
- Strategy maps for articulating and translating strategy in coherent, concrete and executable plans
- Simulation of strategy execution through the Balance Scorecard
- Simulation of managing change during strategy execution
- Issues and challenges in strategy execution
PROGRAMME DIRECTOR
JAMSHED HASAN KHAN
Professor,
PhD, University of Texas at Arlington
MBA, University of Texas at Arlington

Research Interests:
Supply Chain Management; Project Management; Productivity; Quality Management; Six Sigma and Developing a Customer Centric Culture

CO-PROGRAMME DIRECTOR
MUHAMMAD SHAQUIE
Assistant Professor
PhD, Maastricht University and the United Nations University
MSc in Economics and Business Administration, Copenhagen Business School, Denmark

Research Interests:
Corporate Strategy and Organisation; Technology and R&D Strategy; Innovation and Technological Change
TERMS AND CONDITIONS

ADMISSION PROCESS
Applications will be screened with regard to their suitability for the programme. Kindly ensure the submission of your online application by the deadline. Our online application form is available at https://redc.lums.edu.pk/program-calendar.

*Seat in the programme will be reserved on a first-come, first-served basis.

PROGRAMME FEE
It includes accommodation, breakfasts and dinners for the duration of the programme. The fee includes tuition cost, reading material, tea and lunch served during the programme. However, any extra charges such as telephones, extra meals etc. should be paid on departure. You may check-in on the evening preceding the start date of the programme and check-out the morning after the programme ends. You are, however, requested to inform us of the time of your arrival and departure.

ACCOMMODATION
We offer single bed accommodation at the Rausing Executive Centre. Each bedroom with attached bathroom is equipped with mini-fridge, writing desk and direct dial STD/ISD telephone and cable TV. All bedrooms at REC are internet-ready. Please note we do not provide accommodation for drivers accompanying participants.

PAYMENT
Payment is due upon receipt of the acceptance letter along with the invoice. Please ensure that the payment reaches the office BEFORE the start of the programme. Space in the programme may only be ensured after we receive the fee.

Our preferred mode of payment is by cheque/banker’s draft payable to Lahore University of Management Sciences. However, the programme fee can also be paid via bank transfer. Please send the cheque to:

Marketing Manager
Raising Executive Development Centre
Lahore University of Management Sciences
Sector "U", DHA, Lahore Cantt. Lahore - 54792
Tel: +92-42-35608119-8243

* LUMS is a non-profit organisation under the Income Tax Ordinance 2001. Accordingly, the income of LUMS is not tax deductible/collectable.

DISCOUNT POLICY
If more than two executives from the same organisation participate (up to a group size of 5 participants), each additional participant after the first two gets a 20% discount on the programme fee.

SUBSTITUTES/TRANSFERS AND REFUNDS
If you are unable to attend a registered course, we will accept a substitute until 2 working days before the programme. Substitute candidates will be subject to the same selection process as the original one. If you wish to cancel your name from a programme, please notify in writing or on call at least 5 working days before the programme. In case of late cancellation, course fee will be refunded after deducting an application processing fee of PKR 40,000.

It is possible to transfer deposited fee to any open enrolment programme within 3 years. Transfers should be notified at least 5 working days before the programme. In case the participant or sponsoring organisation fails to utilise the funds within 3 years, the deposited fee will be forfeited.

Note: REDC may cancel or postpone a programme due to insufficient enrolment or unforeseen circumstances. In this case, university will refund registration fee but will not be responsible for any other related charges/expenses including cancellation/change charges by airline and travel agencies.

In case of postponement, the fee may be transferred to the rescheduled offering of that programme or any other programme as an alternate to refund. The University reserves the right to make changes in its programme policies and fees at any time.