



An ISO 9001:2008 & ISO 29990:2010
Certified Company

Integrating Strategic, Operational & Tactical Leadership for Outstanding Performance

24 Jul - 04 Aug 2016
Dubai, United Arab Emirates



Integrating Strategic, Operational & Tactical Leadership for Outstanding Performance

Why Choose this Course?

This course provides professionals with the knowledge, skills, and attitudes required to achieve outstanding organisational results. It covers the principle management and leadership concepts and competencies needed to formulate and execute strategy; how to create operational structures, systems, processes, and resources to execute the strategy; how to support front-line managers and employees by creating the conditions to help them succeed; and finally to actually lead and manage tactically on the front-lines. This includes the ability to motivate and inspire people on an individual and collective basis. The course integrates the most effective and efficient methods for building and leading dynamic, adaptable, and highly competitive teams and organisations.

This course will feature:

- Fundamentals of planning, execution, and progress/results measurement.
- Nested hierarchical planning, mission analysis, and mission leadership.
- The fundamental principles common to all types of leadership, and the characteristics proper to strategic, operational, and tactical leadership.
- Leadership Development Framework: How leaders develop, progress, and grow, and the techniques to foster this evolution.
- Selection and maintenance of the aim: Determining and communicating one's vision and mission and their relation to intrinsic motivation, initiative, and transformational leadership at all levels of the business.

The Structure

This comprehensive course consists of two modules which can be booked as a 10 Day Training event, or as individual, 5 Day courses.

Module 1 - **Strategy Excellence: From Strategic Vision to Tactical Execution**
Module 2 - **Effective Organisational Leadership**

What are the Goals?

By the end of this course, participants will be able to:

- Understand the planning and execution framework at all levels of the organisation.
- Recognize and apply the concepts and principles of strategy, operational planning, and tactical execution.
- Create and maintain organisational structures, processes, and systems to ensure tactical, operational, and strategic success.
- Understand and apply the strategic, operational, and tactical leadership framework.
- Identify and assess linkages and interrelations of leadership with strategy, operations, organisation, and tactics.

How will this be Presented?

This course will utilise a variety of proven adult learning techniques to ensure maximum understanding, comprehension and retention of the information presented. This includes speaker input, facilitated discussion, syndicate work and practical exercises, videos, self-tests, all with an emphasis on delegate involvement throughout.

Course Schedule:

**Dubai,
United Arab Emirates**
24 Jul - 04 Aug 2016

Who is this Course for?

Executives, Entrepreneurs, and Managers who must build and lead dynamic and high performing teams and organisations in demanding, competitive conditions are encouraged to attend to this course.

This course is suitable to a wide range of professionals but will greatly benefit:

- Line and functional Managers, Team Leaders and Supervisors in organisations of all sizes.
- Professionals responsible for strategy, marketing, business development, production, operations, HR, and/or product development.
- Intermediate and advanced level Managers, Team Leaders and Supervisors within all sectors, private and public, profit and not-for-profit.



MODULE 01

Strategy Excellence: From Strategic Vision to Tactical Execution

DAY 01

From Vision to Results:
The Planning and
Execution Framework

- Understanding the distinctions between strategy, operations, and tactics
- How planning and execution work
- How vision, mission, and planning relate to morale, cohesion, and unity of purpose
- Nested hierarchical planning
- Mission analysis and mission leadership
- Measuring progress and results

DAY 02

Strategy: Setting the
Vision and Direction

- Understanding vision, mission, objectives
- Corporate-level strategy
- Competitive strategy and positioning
- Offensive and defensive manoeuvres

DAY 03

Operational Campaign
Planning: Turning the
Strategy into Actionable
Plans

- Using nested hierarchical planning and mission analysis to create a campaign planning framework
- Understanding and applying key operational concepts: centre of gravity, main effort, concentration, economy of effort, major thrust(s), and supporting thrust(s)
- Working with limited resources: deciding what to do and why to do it
- Building a campaign plan to implement a strategy
- Successful manoeuvring and positioning

DAY 04

Operational Systems
and Processes: Setting
the Conditions for
Successful Execution of
Strategy

- Strategy mapping and the components of organizational systems and processes
- The financial perspective
- The customer perspective
- The internal perspective: operations management, customer management, innovation, and regulatory & social processes
- The learning and growth perspective: developing and integrating human, informational, and organizational capital

DAY 05

Tactics: Getting Results
and Leading in the
Face Competition and
Obstacles

- Breaking objectives into manageable goals and tasks
- Giving direction efficiently and effectively
- Using and encouraging initiative, flexibility, and adaptation within overarching strategy, operational plans, and organizational structures and systems
- Managing for results
- Feedback and adjustment



MODULE 02

Effective Organisational Leadership

DAY 06

Understanding the Leadership System and Leadership Development Framework

- Characteristics, commonalities, and differences of strategic, operational, and tactical leadership
- The relationship of the Leadership System to the Planning and Execution Framework
- Influence and motivation in a dynamic and competitive environment
- Leadership Development Framework: Understanding and applying action-logics and the stages of leadership development
- Relating the leadership development stages to strategic, operational, and tactical leadership

DAY 07

Tactical leadership: Front-line Leadership to Achieve the Organization's Mission, Vision, and Goals

- Characteristics and requirements of tactical leaders
- Expertise and technical competence as the basis of tactical leadership
- Leading from the front & setting the example
- Coaching and mentoring
- Developing others
- Supervision, assessment, and feedback

DAY 08

Operational Leadership: Implementing the Strategy by Creating Winning Conditions for Tactical Leaders

- Characteristics and requirements of operational-level leaders
- Leading the institution and organization, not just people
- Leading departments, divisions, and functions
- Cross-departmental leadership, cooperation, and influence
- Advising the top leadership
- Staff vs. line leadership

DAY 09

Formulating and Communicating Vision, Mission, Objectives, and Strategy

- Characteristics and requirements of strategic leaders
- Strategic leadership of external stakeholders
- Strategic leadership of internal stakeholders
- When to micromanage
- Creating a strategy from the top down

DAY 10

Creating a Visionary and Strategy-based Organization

- What is visionary leadership and how does it relate to strategic leadership?
- Creating a culture of vision, strategy and initiative, at all levels and throughout the organization
- Creating a collaborative vision and strategy

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Complete & send by fax/mail to address given below. Please use BLOCK CAPITALS.

Date	Venue	Fees(USD)	Book your seat
24 Jul - 04 Aug 2016	Dubai	\$8,300	Register Now

This fee is inclusive of Documentation, Lunch and Refreshments

REGISTRATION DETAILS

Family Name:

First Name (Mr./Ms.):

Position:

Company:

Mailing Address:

Telephone

Mobile

Fax

Email

AUTHORISATION

Authorised by:

Position:

Telephone

Fax

Email

Postal Address:

MODE OF PAYMENT

- Please invoice my company
- Please invoice me
- Please find enclosed a cheque payable to AZTECH

CERTIFICATION

AZTech Certificate of Completion will only be awarded to those delegates who attend and complete the course.

HOTEL ACCOMMODATION

Hotel accommodation is not included in the Registration Fee. A reduced corporate rate and a limited number of rooms are available for attendees wishing to stay at the hotel venue.

Please make your request for accommodation **at least 3 weeks** prior to the commencement of the course.

CANCELLATIONS & SUBSTITUTIONS

You must notify the Registrar of cancellations at least 2 weeks before a scheduled seminar in order to be eligible for a credit. If you cannot attend, you may send a replacement from your organisation at no charge. There is a \$250 handling charge for all cancellations or rescheduling. We reserve the right to cancel a seminar due to low enrollment. All registrants will be notified in advance and a full refund will be provided upon request.

DISCLAIMER

Circumstances beyond the control of AZTech may necessitate postponement, change of venue or substitution of the Instructor. As such, AZTech reserves the right to implement such amendments.

4 WAYS TO REGISTER

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