



LEADERSHIP AND MANAGEMENT DEVELOPMENT

Strategic Planning and Execution

3 day course

Classroom, online or in-house

Course overview

Strategic plans fail at execution rather than at drafting, because the plan was written by people who then returned to their day jobs and nothing in the operating calendar changed. This course covers both halves. Delegates work through environmental and competitive analysis at a depth that changes a conclusion, choosing where to compete and what to stop doing, since a strategy without a stop list is a wish list. Objectives, measures and the cascade into functions follow. Resource allocation is treated as the decision that reveals the real strategy, whatever the document says. Execution rhythm is covered: the review cadence, the owner of each initiative, and the escalation when one slips. Strategic risk and assumption testing are addressed. The course closes on adapting a strategy without abandoning it at the first difficulty.

What you will learn

- Analyse environment and competition to a depth that changes conclusions
- Choose where to compete and what to stop doing
- Set objectives and measures that cascade into functions
- Allocate resource so it matches the stated strategy
- Establish an execution rhythm with owners and escalation
- Test the assumptions a strategy depends on
- Adapt a strategy without abandoning it at the first difficulty

Who should attend

- Strategy and planning managers
- Chief executives and senior management teams
- Business unit heads responsible for strategy implementation
- Public sector policy and planning officers
- Project management office leaders coordinating strategic initiatives

Course outline

- 01 Written, then everybody returned to their day job
- 02 Environmental and competitive analysis
- 03 Choosing where to compete
- 04 The stop list
- 05 Objectives, measures and cascade
- 06 Resource allocation as the real strategy
- 07 Execution rhythm, owners and escalation
- 08 Assumption testing and adapting

Upcoming dates

Dates	Venue	Format	Fee per delegate
21 to 23 September 2026	Gaborone, Botswana	Classroom	R14,950
7 to 9 October 2026	Accra, Ghana	Classroom	USD 995
9 to 11 December 2026	Durban, South Africa	Classroom	R14,950
6 to 8 January 2027	Maputo, Mozambique	Classroom	USD 995



Fees and how to register

This 3 day course is **R6,500** per delegate online, **R14,950** in the classroom in South Africa, Botswana, Namibia, Lesotho and Eswatini, and **USD 995** in the classroom elsewhere in Africa. In-house training is quotation on request. Book 2 or more delegates on this course and save 10%.

To register or request an in-house proposal, visit www.afrisciencegroup.com, email info@afriscience.co.za, or WhatsApp us on **+27 63 479 1136**.

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