



*Training Course:  
Strategic Planning & Goal Setting*

*13 - 17 July 2026  
Milan (Italy)*

## Training Course: Strategic Planning & Goal Setting

Training Course code: LS1110 From: 13 - 17 July 2026 Venue: Milan (Italy) - Training Course Fees: 5775 € Euro

### Introduction

Effective strategic planning is essential to the future success of any organization. However, most strategic planning is lacking in vision. It is merely a straight-line extrapolation of the past into the future. In a world where the pace of change is greater than ever before this is at best shortsighted and at worst a prescription for disaster. Real strategic planning is about positioning the organization for a future which will be different from the past. This new seminar will focus on strategic planning as the essential management system guiding the organization into the future by setting focused goals that will establish and enhance competitiveness. Highlights of the seminar are as follows.

- Presentation of the concept and significance of strategy and strategic planning
- Introduction to the main approaches to strategy formulation and goal setting
- Case examples of organizations formulating strategic plans
- Group work on specific cases and problems
- Extensive use of practical examples in which the course leader has been personally involved

### Objectives

By the end of this seminar you will be able to:

- Understand how to design visionary strategic plans
- Work out how to translate strategic plans into action plans
- Examine a model for organizational and individual assessment
- Provide insights into strategic planning problems to avoid
- Identify and learn from examples of strategic success and failure
- Understand the nature of the organizational life cycle
- Provide insights into productive contingency planning

### Target Audience

- Senior Executives and Directors

- Department Managers and Team Leaders
- HR and Organizational Development Professionals
- Project and Program Managers
- Business Consultants and Strategic Advisors
- Entrepreneurs and Business Owners
- Performance and Operations Managers
- Professionals Preparing for Leadership Roles

## Outlines

### DAY 1: The Strategic Planning process - 1

- Introduction to the seminar - structure, and content
- Strategy - concept, and significance
- "Competitive Positioning" versus "Blue Sky" approaches
- Achieving competitive advantage through flexibility and agility
- The interaction of strategy, structure and business processes
- Gathering information and intelligence for the SWOT analysis
- Mini-cases and group discussion - "Cost versus Differentiation"
- Review of Day One

### DAY 2: The Strategic Planning process - 2

- Vision and mission statements - preparing for the future
- Business analysis and contingency planning
- Strategic choice
- Converting the SWOT analysis into the "Strategy Matrix"
- Strategy formulation - programs, projects, policies
- Transforming the organization - strategy implementation and managing change
- Mini-case and group discussion - major strategic re-orientation
- Review of Day Two

### DAY 3: Assessing current state of the organization

- Leadership and management in relation to strategy

- Customer and market focus
- Human resources and knowledge management
- Building a strategic planning team
- Effective process management to achieve business results
- Monitoring and measuring business performance
- Mini-case and group discussion - a market entry problem
- Review of Day Three

#### DAY 4: Avoiding the pitfalls of strategic planning

- The strategy life-cycle and the problem of strategic drift
- Getting innovative thinking into the organization
- The potentially negative dimensions of success
- How to avoid "paralysis by analysis"
- Overcoming inability to evaluate fresh ideas, denying the truth and thinking inside the box
- The critical importance of team building and teamwork
- Mini-case and group discussion - how and why a good organization can go bad
- Review of Day Four

#### DAY 5: Personal strategic planning

- Applying strategic tools and techniques to the individual
- Personal goal setting, creating a personal strategic plan
- Implementing change - achieving progress as a strategic manager
- The mix of competencies and personal skills required in 21st-century business
- Executing strategy - how to break it down and get it done
- Developing inspiration and gathering support
- Overcoming adversity by leveraging your skills and building on success
- Conclusion - a personal role in the strategic planning and goal setting processes



## Registration form on the Training Course: Strategic Planning & Goal Setting

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Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

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