

Transformative Strategic Planning

Free Takeaway

Delegates will receive copies of Dr. Flores articles that are related to strategic management, a roadmap to measure the effectiveness of their strategic planning processes and how to improve their planning process to its maximum potential



13th - 14th February 2017

Pacific Regency Hotel Suites, Kuala Lumpur

Dr. Luis G. Flores

Founder at SEI-Consulting, Emeritus Professor of Management at Northern Illinois University

Why You Should Attend

High level strategic thinking is an essential responsibility of the entire management team. The team has to learn how to formulate and implement powerful strategies if they want their organization to not only gain a foothold in their market but also remain competitive against rivals. These strategies are usually complex, requiring the participation of all departments and levels of management, and they must also be unique enough to prevent competitors from copying them.

Transformative strategic planning is an intensive course that provides delegates how to develop a stronger organization with an energized, unified and committed management team with shared beliefs, a clear and powerful strategy, an effective implementation process, and the ability to respond quickly to changes that may affect the organization's future.

Transform the Organization into a Vibrant, Focused, and Competitive Organization that is Strategically Driven, Consistently Outperforming, Innovating and Staying Ahead of Tomorrow

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Transformative Strategic Planning

WORKSHOP OVERVIEW

There are many different ways to implement strategic planning. Each of these ways may result in different degrees of effectiveness of the strategic planning activities of business organizations.

This workshop presents a transformative strategic planning that provides organizations with a very powerful tool that unleashes the creative potential of a management team, fosters team work, develops a shared and inspiring vision of the future, generates management consensus and commitment, provides clarity throughout organization, connects all the different pieces of the business, sets up clear priorities, puts in perspective and provides solutions to the key issues and enables the formulation of powerful strategic plans and superb plan implementation.

The methodology focuses on enhancing the collective capability of management to think strategically and make the organization a strategically driven organization.

LEVEL OF THE PRESENTATION

The presentation will be specifically tailored to require any technical background to understand the concepts. The program leader is highly skilled at explaining complex technical concept in an easy understand manner.

COURSE FORMAT

This course is highly interactive & participative with real project and case studies, discussion of participant own practice and comparison with recognized best practices.

PRE-COURSE QUESTIONNAIRE

A detailed questionnaire will be forward to delegates upon registration to pinpoint and establish the audience exact risks needs and issues of concern. Completed questionnaire will be analyzed by **Dr. Luis G. Flores** prior to the event and addressed during the event. This will allow for further customization of the program to ensure maximum value for the attendees.

CERTIFICATE OF ATTENDANCE

Upon completion of this course, attendees will receive Certificate of Attendance bearing the signatures of both **Dr. Luis G. Flores** and the Course Organizer. This certificate will testify the endeavor of participants and serve towards their professional development.

WHO SHOULD ATTEND

This training is highly recommended for CEOs, MDs, GMs, Divisional Heads, Vice-Presidents, Heads, Directors and individuals involve or to be involved is Strategic Planning, particularly managers of the following:

- Strategic Planning
- Corporate Strategy
- Operations
- Project Management
- Other important areas or departments
- Business Development
- Business Strategy
- Human Resources

PROGRAMME HIGHLIGHTS

- **STRENGTHEN** the collective strategic thinking capabilities of your management team
- **DEVELOP** powerful strategic plans and a shared management mindset
- **ELEVATE** your level of strategic information and identification of future challenges
- **SEIZE** opportunities and take advantage of trends instead of reacting to them
- **PROVIDE** coordination and clarity throughout your organization
- **CREATE** leadership at all levels of management in your organization
- **GENERATE** effective strategic change and **ESTABLISH** effective processes for excellent plan implementation
- **EVALUATE** your strategic planning process and effective available tools

Transformative Strategic Planning

DAY 1

Module 1: Strategy analysis, the vision of the future and building blocks.

Session 1: Introduction to the Workshop and Analysis of the Different Approaches to the Understanding of Strategy and Strategic Management

- Scope, content, philosophy and methodology of the workshop
- The role of participants in the effectiveness of the learning process
- Identification and analysis of strategic deficiencies in organizations
- The fundamental role of strategy in the success of business organizations
- Developing a strategically driven organization
- **Practical Exercise: Strategic Behaviour**

Session 2: Clarifying the Misinterpretations of the Meaning and Power of Strategy

- The fundamentals of strategy
- Strategic thinking and the different levels of strategy
- Developing an effective strategy architecture
- The functions of strategy and the missing of the power in strategy
- The different types of strategy and the potential dysfunctionalities of strategy
- **Exercise: What is strategy?**

Session 3: Analyze the Building Blocks of Strategic Planning and Change and Avoid the Dysfunctional Strategies That Companies Take To Improve Profits

- Is there really a problem with strategy in business?
- Going beyond operational competitiveness to achieving strategic competitiveness
- Analyzing the building blocks of strategic planning
- Expanding the boundaries of the productivity frontier
- Dysfunctional strategies to cope with productivity and effectiveness
- **Practical Exercise: Strategic Behaviour**

Session 4: Evaluate the Most Powerful Concepts in the Strategic Success of a Company and Additional Concepts Needed In Strategy Making

- The most important concepts in strategic analysis
- How can we better apply strategic principles to our organizations?
- What are the concepts that we need to learn that we have not learned?
- New ideas that can help us with our strategic challenges
- Learn from each other and get more strategic focus
- **Practical Exercise: Exchanging Experiences**

DAY 2

Module 2: Provide direction, effective implementation, energize the organization and measuring the effectiveness of your process.

Session 5: Clarify the Pervasive Misconception of What a Strategic Planning Process Is and Identifying How It Works and How to Choose a Methodology

- New paradigms for the role of the corporate planning function
- Strategic planning as a continuous organizational learning process
- Behavioural problems in strategic planning as a symptom of ineffective processes
- How to evaluate the effectiveness of a company's strategic planning process?
- Building strategic consensus in your company's management team
- **Practical Exercise: Strategic Planning Processes**

Session 6: Set Up a Strategic Planning Process That Will Result in Generating Powerful Strategic Plans and Unifies and Energizes Your Management Team

- Transformative Strategic Planning as the cornerstone for strategic change
- Clarify and promote the right values throughout your organization
- Eliciting the best effort from you people to generate the best strategies for your company
- Understand the structure and role of professionally manage strategic retreats
- Analyze the relationship between strategic planning and effective control
- **Practical Exercise: Strategic Planning Systems**

Session 7: Develop an Implementation Process That Ensures the Best Possible Way to Have an Effective Plan Implementation

- Formulation process as a determinant of effective implementation
- Establishing implementation processes to ensure high level implementation
- Selecting the right methodologies for successful strategy implementation
- Managing the pace of change to allow the coexistence of stability and change
- Institutionalizing the planning and the implementation processes
- **Practical Exercise: Strategy Implementation**

Session 8: Conclusions, Recommendations, Takeaways and Lessons Learned

- Review of the most important concepts of the seminar
- Discussion of concerns, and individual interests and clarifications of ideas
- The applicability of the concepts learned across national boundaries and cultures
- How to inject power into planning processes
- Where do we go from here?
- **Practical Exercise: Filling the gaps and the future of strategic planning**

Transformative Strategic Planning

TRAINER BACKGROUND



Dr. Luis G. Flores

Founder and Senior Partner
SEI-Consulting (Strategic Effort Integration Group)

Emeritus Professor of Management
Northern Illinois University

Chicago, USA

Education

- **Doctor of Philosophy (Ph.D.).** Texas Tech University, Lubbock, Texas. Major: Strategic Management. Minors: Finance and Marketing
- **Master in Business Administration.** Graduate Business School of Lima (ESAN), Lima, Peru
- **Agricultural Engineer.** National Agrarian University, Lima, Peru

Selected Publications

Dr. Flores has more than 30 publications and papers in Strategic management. Some of them are:

- Effective Strategic Plan Implementation
- Energizing Strategic Planning
- How to Have an Effective Strategic Planning Meeting
- Organizational Learning as a Moderator of the Effect of Strategic Planning on Company Performance
- Exploring Distance Education as an alternative to Locally Administered Business Strategy Simulations: The Case of two Universities
- Planning Up, Profits Up
- Strategic Management: A Case Study of Technology Transfer to Latin America
- The Values and Orientation of Managers in Central America: An Empirical Study
- Relationship of Non-Controllable and Partially Controllable Variables on Personal Value Profiles of Latin American Managers
- Managerial Value Profiles of Five Central American Countries

Dr. Luis G. Flores is a respected international authority in the areas of strategic planning and corporate management.

He has guided Fortune 500 corporations and smaller organizations through their strategic planning efforts, helping managers break paradigms, strengthen leadership, develop teamwork, create effective channels of communication, producing strategic mind-sets and superb strategy implementation. He has worked with Hamilton Life, Honeywell, Household International and other national and international enterprises across the world.

Dr. Flores holds a Ph.D. from Texas Tech University in the areas of management, finance and marketing as well as an M.B.A. He has taught business management at the college level since 1971, including more than 25 years as a professor of management in both the undergraduate and MBA programs at Northern Illinois University. He taught at Loyola University Chicago in 2014.

Dr. Flores is the author of numerous studies, reports and articles and is credited for breakthroughs in strategic planning processes, change management methodology and problem solving. Dr. Flores combines years of doctoral research on business practices with hands on application in Fortune 500, medium size companies, and not-for profit organizations. His signature process, transformative Strategic planning, has delivered powerful transformative results that integrate the strategic planning process deep into the culture of an organization.

Dr. Flores is a Fulbright Scholar and was on the Management Advisory Counsel of the manufactures and Fabricators Association International and member of the Academy of Management, Strategic Management Society, Academy of International Business and the Association for Strategic Planning. Dr. Flores has a strong ability to relate to individuals from diverse cultures. He has lived and worked in South America, Europe and the United States. Consulted and conducted seminars in Argentina, Australia, Canada, Ecuador, Finland, France, Italy, Peru, Spain, Thailand, United Kingdom, Venezuela, Vietnam and the former Yugoslavia.

Transformative Strategic Planning

TRAINER BACKGROUND

Partial list of clients:

- Academy of International Business
- Academy of Management, Chicago, Illinois.
- Arthur Anderson, St Charles, IL and Buenos Aires
- Association for Safety Engineers of Venezuela
- Bankers Association of Costa Rica
- Caron International, Rochelle, Illinois.
- Coca-Cola Interamerican
- Deloitte Haskins & Sells
- DuPage County Medical Association
- Eficiencia Gerencial y Productividad
- Graduate Business School of Peru (ESAN)
- Illinois Park and Recreation Association
- Institute for Banking and Finance
- Louisiana State University
- Marketing Club of the Canary Islands
- National Chamber of Commerce
- National Institute of Consumer Credit Management, Milwaukee, Wisconsin.
- National Institute of Management
- Northern Illinois University
- Rautaruukki Steel
- Strategic Management Society
- TAP Pharmaceutical Products
- The International Group of Accounting Firms
- Alexander Hamilton Life
- Hamilton Investments
- Honeywell/Microswitch
- Household International
- Hy-Cal Engineering
- KLA Tencor
- Leeds and Northrup
- Liberty Savings
- Elkay manufacturing
- Microtrac
- Banco Gerencial
- HFC Bank
- Pellerano y Herrera
- Metso Corporation
- Ruukki Corporation
- Illinois Supreme Court, Chicago, IL

TESTIMONIALS

"The Transformative Strategic Planning workshop is really useful and powerful eye opener. I could learn a lot of global trends, techniques, processes, and tools involved in strategic planning."

~ Vice President at LTL Projects (PVT) Ltd

"Dr Flores has extensive experiences in both academic as well as consultant job in strategic planning."

~ Senior Manager (Exploration International Planning) at Petroliam Nasional Berhad

"I have enjoyed the seminar. Dr Flores is clear and very willing to share. He is also very knowledgeable. The seminar has developed what I wish to learn. Thank you."

~ General Manager at Singapore LNG Corporation Pte Ltd

"Dr Luis Flores undoubtedly holds a wealth of information on strategic planning and related topics. The seminar is suited to those with authority and position to implement changes. Dr Flores is generous in sharing his knowledge and applying relevance to his delegates."

~ General Manager at DAC Real Estate

"I shall cherish the session I had in Singapore forever. This was one of the best such sessions I would have attended in my career. The session had given me lot of clarity in my thoughts and will reinforce my decisions wherever applicable. I would love to participate in any other sessions wherever you may conduct. We shall be eagerly waiting for your book on TSP."

~ CEO of a large manufacturing company in Oman

"Our company is a large division of a \$ 2 Billion company that is currently in a turnaround mode. Luis has worked with our executive staff for about ten months. He has developed a planning framework that is customized to the problems at the point you are. Then he systematically works with you through planning meetings to help the management team make decisions in a logical progression. The transformation of our company is fantastic."

~ President of an electronics company in Philadelphia

"I can't imagine trying to do what we need to do without Dr. Flores's process. We were like a raft running white-water rapids without a rudder. Now we have a rudder to help us avoid the rocks and steer toward the best part of the river."

~ President of a Chicagoland Park District

REGISTRATION PACKAGES

Package	Deadline	Price	
Standard	3rd Feb 2017	USD 1,800++	<input type="checkbox"/>
Early Bird	6th Jan 2017	USD 1,650++	<input type="checkbox"/>
Group Discount (3 or more)	3rd Feb 2017	USD 1,500++	<input type="checkbox"/>

* Price is subject to 6% GST

* To receive the offer, full payment must be completed before the deadline

* Fees inclusive of refreshments, luncheons and course documentation

DELEGATES DETAILS

Name: _____ Mr Mrs Ms Doc

Direct Line Number: _____ Email: _____

Job Title: _____

Name: _____ Mr Mrs Ms Doc

Direct Line Number: _____ Email: _____

Job Title: _____

Name: _____ Mr Mrs Ms Doc

Direct Line Number: _____ Email: _____

Job Title: _____

INVOICE DETAILS

Attention Invoice To: _____

Direct Line Number: _____ Fax: _____

Company: _____ Industry: _____

Address: _____

Country: _____ Postcode: _____

Email: _____

FINANCE DEPARTMENT CONTACT DETAILS

Name: _____ Email: _____

Direct Line Number: _____ Job Title: _____

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* As a matter of business policy, Interadigm does not accept Credit Card details.

Cheque / Bank Draft made payable to Interadigm Sdn Bhd

Bank / Direct / Telegraphic Transfer:

Bank Details: Account Name : Interadigm Sdn Bhd
Bank : Maybank Berhad Bank
Address : Maybank Berhad,
Bukit Damansara Branch
Kuala Lumpur, MALAYSIA
Account Number : 7143 2901 0251
SWIFT Code : MBBEMYKL



Payment Terms: Payment is due in full at the time of registration.
Full payment is mandatory for event admittance.

AUTHORISATION

I understand and agree to Interadigm's terms and conditions

Signature: _____ Date: _____

Name: _____ Job Title: _____

Sales Contact

Please complete this form and fax back to:

JOSHUA

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Registration And Enquiries

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Venue and Date

Kuala Lumpur, Malaysia
13th - 14th February 2017

Hotel Accommodation

Pacific Regency Hotel Suites

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