



5-DAY

BALANCED

SCORECARD

METHODOLOGY

FUNDAMENTALS

5-DAY BALANCED SCORECARD METHODOLOGY FUNDAMENTALS



COURSE BENEFITS:

- Learn how organisations deliver breakthrough core performance.
- Mobilise to focus on the critical few drivers of success.
- Overcome barriers to strategy implementation to create competitive advantage.
- Improve ability to measure performance.
- Deliver top line revenue improvement and bottom line results via improvements in customer satisfaction, operational performance, and alignment of the workforce.
- Receive a Balanced Scorecard Fundamentals Certificate of completion.
- Deliver social, policy and philanthropic outcomes through the public and not for profit sectors.



ABOUT THE COURSE



The key question on the minds of every executive in the world is how to improve performance in a highly uncertain and volatile economy. The Bain and Company Management Tools & Trends Report 2020 once again shows The Balanced Scorecard as one of the top 5 most used management tools, predicting a further 35% usage increase between 2020 and 2021. Superior performance requires a management system that enables the organisation to focus on the things that matter, rapidly redeploy resources to the highest value activities and away from those activities that destroy or diminish value. Sustaining that performance requires discipline, alignment, and agile decision-making. The Balanced Scorecard has emerged as the world's most widely used and proven methodology for driving strategic focus, guiding hundreds of organisations, public and private to achieve breakthrough performance results.

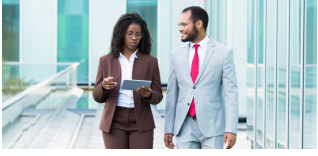
Exclusively developed and endorsed by Drs. Kaplan and Norton, this course will set Bulk Oil Storage And Transportation (BOST) on the path to breakthrough performance results. Participants will get a fresh look at proven concepts with all new case examples derived from our growing list of more than 100 Balanced Scorecard Hall of Fame for Strategy Execution™ companies around the world. This insight will help them return to the office the following day ready to engage the organisation with these ideas with insight, passion and rigour. With over 500 people around the world having been trained in these methods through a curriculum developed under the direct guidance of the co-creators of the Balanced Scorecard, Drs. Robert Kaplan and David Norton, the ProGyire Group is the recognised global authority on this topic.

Our interactive approach is designed to create a unique and memorable experience for participants that will provide a strong practical base knowledge of the Balanced Scorecard that gets beyond the theory. If you have attended one of our previous courses you will find this course to be a great refresher opportunity with new case materials to keep your interest and learning at a high level. If you are new to the BSC, this course will give you a sound foundation on which you can build.

Sincerely Yours,
Dr. Frank Agyire-Tettey
Managing Director, ProGyire Limited



COURSE MODULES:



Module 0 Welcome

Dr. David P. Norton, in an exclusive address to delegates via video, will share his personal insights on the Balanced Scorecard (BSC) methodology and why it is more relevant than ever before.



Module 1 Balanced Scorecard Basics

Discover how the Balanced Scorecard helps overcome key strategy implementation challenges. Learn basic BSC terminology, the logic behind the four perspectives (private and public sector), the importance of cause and effect linkages, and the six-step Balanced Scorecard process.

- Learn how the Balanced Scorecard can be used to accelerate performance.
- Understand the problem the Balanced Scorecard solves: strategy execution.
- Learn core terminology.
- Understand the logic behind the four perspectives (private and public sector)
- Get familiar with the Balanced Scorecard methodology.
- Clarify the vision and strategy and set the change agenda for the organisation.



Module 2 Building The Plan (Strategy Mapping)

The Strategy Map is at the heart of what makes the Balanced Scorecard successful. A powerful communication tool that captures the organisation's strategy on a single page, Strategy Maps 'tell the story of your strategy' by showing a clear link between the key outcomes and the underlying drivers of your strategy.

- Explore how to develop an actionable plan.
- Explore best practice examples.



Module 3 The Balanced Scorecard: Measures That Drive Performance

Measurement is a powerful motivation tool for an organisation to signal the behaviours that will drive tangible results.

The Balanced Scorecard harnesses measurement as a way to drive the organisation to achieve performance breakthroughs by creating focus and alignment on the things that matter.

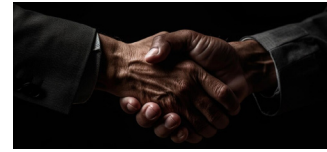
- Understand the concept of measurement.
- Discuss the criteria for selecting good measures (KPI's).
- Discuss types of measures and the pros and cons of each type in practice.
- Explore 'leading and lagging' measures.
- Discuss target setting techniques.



Module 4 The Balanced Scorecard: Initiatives That Drive Action

Initiatives are the tool successful organisations use to drive action in order to close performance gaps. Without initiatives, an organisation cannot mobilise to 'do things differently or do different things' in order to create competitive advantage.

- Learn the difference between 'projects' and 'initiatives'
- Learn how to map initiatives to your strategy.
- Explore methodology to screen and prioritise initiatives to create maximum focus.
- Explore best and worst practice examples to understand what works in practice.



Module 5 Bringing It All Together

You have built the scorecard – now what? Building a sustainable BSC governance process is critical to your success.

- Creating vertical and horizontal alignment.
- Learn about Balanced Scorecard reporting and explore practical examples.
- Discuss best practice governance structures – how to manage the process ongoing.
- Understand the importance of communication and transparency.
- Discuss how to overcome inevitable barriers and pitfalls – explore case examples of how best practice organisations overcame their challenges.



Module 6

The Key Ingredients To Successful Strategy Execution

- Integrated approach
- Leadership
- Innovation
- Change Management
- Risk Management

CLINIC

At the close of the session, 1 hour will be allocated for individuals to discuss their specific questions with the instructors. Where similar interests apply, small group discussions may be formed.

Take advantage of this time to share your experience, examples from your organisation, or specific challenges unique to your organisation.

EXTRA INFORMATION



VENUE:
Airport West Hotel



ADDED PACKAGE:
Coffee Break & Lunch



DATES:
COHORT 1:
21st to 25th October 2024



TRAINING LENGTH:
Five (5) Days

COHORT 2:
4th to 8th November 2024



COST:
GHC 14,000 per person,
exclusive of all taxes

*Payment must be made before class begins to secure a seat.

WHO SHOULD ATTEND?

- Business executives
- Business strategist
- Policy analyst
- Policy developers
- Anyone who deals with strategy

The Following Will Be Provided:

- E-copy Of Kaplan-Norton's The Balanced Scorecard Book Per Participant
- Balanced Scorecard Methodology Fundamentals Materials

MEET THE FACILITATOR



Ebenezer Sarfo Adu is a data enthusiast with over 7 years in the Business Intelligence space. He was certified by Microsoft as a Data Specialist in the use of Power Bi in 2016. Ebenezer Sarfo Adu has a B Sc Electrical/ Electronic Engineering from KNUST. He also has an Advanced Diploma in Business Studies from the Institute of Commercial Management, UK.

Ebenezer also is a Balanced Scorecard Professional from the George Washington University USA. Ebenezer Sarfo Adu has been using Power Bi since 2016 and has trained over 200 people in various institutions in Ghana. The institutions include Bulk Oil Storage and Transportation (BOST), Electricity Company of Ghana (ECG), Petroleum Commission, Ghana International Bank, Korde Chemist, Royal Crown Consult, Iris Consortium Group.

Ebenezer Sarfo Adu has been involved in Business Intelligence consultancy and training for the past 4 years with clients like BOST, Korde Chemist, Royal Crown Consult, Iris Consultum Group and ECG. He is responsible for the introduction of use of Power BI in BOST and was part of the core team in the introduction in ECG. He has been involved in several Power Bi works including building a live revenue collection dashboard for ECG, Ghana Development Indicators Dashboard for the Iris Consortium, Supply Chain and Sales Dashboard for Korde Chemist and Royal Crown Consult.

Ebenezer also has a YouTube channel for training on Power BI with the handle "Ebenezer Sarfo Adu" where he teaches on Power BI basics and some advanced skills. He is also a Guest lecturer at University of Aberdeen's (Scotland) Energy Economics post Graduate class, where he lectures on Energy Data Analytics using Power Bi.

ABOUT US

ProGyire is a wholly owned Ghanaian management consulting firm with specialization in Strategy Execution via the Balanced Scorecard, Customer Service, Project Management, Performance Management, ICT and BPO/Contact Centers. The company is rapidly growing through its provision of affordable, reliable and friendly management training programmes. We are specialized in designing training programmes customized to meet specific business needs.

Our Products include performance and governance services, outsourcing advisory support, corporate performance management as well customer service training.

Our products are developed with the help of efficient and experienced minds to offer most user-friendly solutions. Ever since its initiation, ProGyire has transformed itself into a robust force in providing management service solutions.

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WHAT WE ARE

We operate as a management service consultancy firm committed to customer needs, devoted to building lasting partnerships and acting with integrity, honesty and a spirit of co-operation with customers, suppliers and employees.

Furthermore, it is our promise to every client that we will guide, support and add value to the governance process of our clients through our cost-effective professional expertise and our continuous support. We grow with our customer's organisation.

WHAT WE DO

By engaging with ProGyire, our clients benefit immediately from improvement in corporate governance, reduced operational costs, improved customer service experience, increased in speed to proficiency, better control through increased transparency and dramatically increased reliability from our highly methodical systems management approach.

