Translating Strategy Into Results

Organizations are looking for leaders who can implement strategy from the middle. They need to identify execution priorities and manage their time to ensure execution and sustainability. Leaders learn actions they can take to engage themselves and their team in executing priorities and how to overcome the challenges that interfere with effective strategy realization.

Successful leaders do not automatically translate into successful global leaders—the playing field is broader and harder to navigate and the stakes are much higher. As a result, leaders need to broaden their perspectives while letting go of preconceptions about how business operates and how interactions are managed. Leaders develop a long-term strategy for operating in a global environment.

MODULES:
In this program, we will discuss the following modules:
1. Translating Strategy Into Results
2. Influencing for Organization Impact

Objectives
Helps leaders:
- Understand the essential elements required to successfully implement strategy.
- Overcome the challenges that interfere with implementing strategy.
- Keep themselves and their teams engaged in executing strategy.
- Realize how to sustain execution in the long term.
- Leverage the Global Equation: Global Perspective x Global EQ x Global Business Acumen= Successful Business Results.
- Leverage and strengthen factors that lead to success in global business environments.
- Adapt their actions and behaviors to global environments.
- Guide their teams to a higher level of global acumen.
Course Overview

- **Introduction to Execution**: Participants engage in an activity to illustrate the impact of communication. The essential elements of strategy execution—Focus, Accountability, Engagement, and Sustainability—are introduced.
- **Introduction Global Perspective**: Participants complete activities that reinforce the breadth of the global economy and are introduced to the components of the Global Equation (Global Perspective, Global EQ, Global Business Acumen).
- **Maintaining Strategic Focus**: Participants explore how the concepts of chaos, focus, and perspective relate to implementing strategy. They review their organization’s strategic priorities, and talk about how to use their time and energy to achieve results.
- **Global Perspective**: Participants are introduced to the Global Perspective Prism and work in teams to explore these perspectives.
- **Measuring What You Manage**: Participants learn about measurement and balanced scorecards, then identify and discuss lead and lag measures.
- **Successful Global Leaders**: The group discusses the DNA of an effective global leader, and assesses themselves against each of the factors to identify potential derailers in their ability to lead globally.
- **The Discipline of Accountability**: Participants consider accountability, including the concepts of capability, capacity, behaviorally-focused feedback, and process tension.
- **Engaging Yourself and Your Staff**: Participants gain insight into the role that engagement plays in executing strategy with an experiential activity.
- **Ensuring Sustainability**: Participants learn about the elements that sustain strategy execution—communication, accountability, skills, alignment, and measurement.
- **Summary and Call to Action**: Participants are asked to reflect on what they will stop, start, and continue doing regarding implementing and sustaining their strategy.

Details

- **Prework**: Yes. 60 minutes to complete the Strategic Focus Analysis. Participants are asked to bring their performance plans to the session.