



Management And Leadership

Creating Value through Strategic Development

Course Introduction

This training course offers a comprehensive exploration of the principles, strategies, and tools necessary to drive value creation in today's competitive business landscape. Over the course of five days, participants will delve into the intricacies of strategic development, from analyzing the business environment and identifying strategic opportunities to implementing and evaluating strategic initiatives.

Business model development

Through a combination of theoretical learning, case studies, interactive exercises, and workshops, participants will gain practical insights into formulating and executing strategic plans for value creation. Topics covered include strategic planning, innovation, business model development, strategic partnerships, and implementation strategies. By the end of the program, participants will be equipped with the knowledge and skills to lead strategic development efforts within their organizations, driving sustainable growth and competitive advantage.

Target Audience

This course is designed for mid to senior-level executives, business strategists, and organizational leaders seeking to enhance their ability to drive value creation through strategic development initiatives.

Learning Objectives

- Gain a comprehensive understanding of strategic development principles, frameworks, and methodologies essential for value creation in dynamic business environments.

- Enhance ability to analyze the business landscape, identify strategic opportunities, and formulate actionable plans to capitalize on those opportunities.
- Foster a culture of innovation within organizations by providing participants with the tools and techniques to drive innovation and develop sustainable business models.
- Develop skills in building and managing strategic partnerships and alliances to leverage external resources and capabilities to create value.
- Effectively implement and evaluate strategic development initiatives, ensuring alignment with organizational goals and driving long-term value creation.

Course Outline

• Day 01

Understanding Strategic Development

- Introduction to strategic development: Concepts, frameworks, and importance.
- Analyzing the business environment: Market dynamics, trends, and competitive landscape.
- Identifying strategic opportunities for value creation.
- Stakeholder analysis and engagement in strategic development.
- Case studies: Examples of successful strategic development initiatives and their impact on value creation.

• Day 02

Strategic Planning and Decision Making

- Strategic planning methodologies and tools.
- Setting strategic objectives and goals for value creation.
- Strategic decision-making processes: Assessing alternatives and evaluating risks.
- Scenario planning and forecasting techniques.
- Group exercises: Developing strategic plans for value creation in hypothetical scenarios.

• Day 03

Innovation and Business Model Development

- Understanding innovation as a driver of value creation.
- Types of innovation: Product, process, and business model innovation.
- Developing a culture of innovation within organizations.
- Business model canvas and value proposition design.
- Workshop: Ideation session to generate innovative ideas for value creation.

• Day 04

Strategic Partnerships and Alliances

- Importance of strategic partnerships in value creation.
- Types of strategic partnerships: Joint ventures, alliances, and collaborations.
- Partner selection criteria and due diligence.
- Negotiation and agreement structures for strategic partnerships.
- Case studies: Successful strategic partnerships and their impact on value creation.

• Day 05

Implementation and Evaluation of Strategic Development Initiatives

- Developing an implementation plan for strategic initiatives.
- Change management strategies for successful implementation.
- Monitoring and evaluating progress towards strategic objectives.
- Adjusting strategies based on performance feedback and market dynamics.

Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
April 21, 2025	April 25, 2025	5 days	4250.00 \$	UAE - Dubai
July 21, 2025	July 25, 2025	5 days	5950.00 \$	USA - Texas

FROM	TO	DURATION	FEEs	LOCATION
Sept. 28, 2025	Oct. 2, 2025	5 days	4250.00 \$	Bahrain - Manama