

1



Step 1. Define Mission, Vision, Values
That's the direction to the "north" for your organization.

Step 2. Define Four Perspectives
Finance, Customers, Internal, and Innovations.

Step 3. Define Strategic Priorities
The top-level goals.

2

Finance

Does the company have a clear financial strategy?

Customers

Does the company have a clear customer strategy?

Internal Business Processes

Does the company have a clear internal business process strategy?

Learning and Growth

Does the company have a clear learning and growth strategy?

Step 4. Define Business Goals
Add strategic business goals.

Step 5. Describe Rationale
Rationale is a set of reasons why you decided to pick this very goal.

Step 6. Define Metrics
Define a pair of leading and lagging metrics.

Step 7. Define Initiatives
Initiatives are your high level action plans.

Step 8. Cascade
Create local versions of the strategy maps.

Strategy Template

8 STEPS To Create a Strategy Map

By BSC Designer

Goal related to the needs sustainability-aware employees

4

88 %

Employee satisfaction

Goal related to the needs governmental regulators

77 %

88 %

77 %

Goal 2

88 %

Regulatory compliance

Goal 2

5

88 %

Environmental impact metrics

Energy consumption initiative

Water consumption initiative

Goal 3

77 %

88 %

77 %

Environment

Reduce air pollution initiative

Goal 1: HR goals take into account

6

88 %

Average Customer Satisfaction

Employee Satisfaction with Work

Promote sustainability vision

8

88 %

90 %

Sustainability training program

73 %

Sustainability awareness metric

Strategic Theme: Social Impact

Strategic Theme: Economic outcomes

Leading indicator



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Strategy Execution Software

Strategy And Planning A Managers Guide

David Hussey



Strategy And Planning A Managers Guide:

Strategy and Planning David Hussey, 1999-08-10 One of a manager's most critical tasks is to develop strategy and although thinking on strategy is constantly shifting the underlying issues remain the same Strategic planning is a task that exists in organisations of all sizes and at various levels of responsibility This exceptionally useful and concise book provides essential information for managers and practitioners of strategic management particularly those requiring a bird's eye view of the whole subject who have neither the time nor inclination to read the encyclopaedic tomes that are currently available The style is practical without sacrificing integrity and references are made to important sources in the literature The book provides a framework for thinking about strategy which can be used as the basis for a written plan should this be needed However it is not assumed that the end product of strategic thinking is always a written plan although this is often the case Whether the plan is written or memorised the steps and methods outlined in this book will help managers to develop a sound strategy After taking the reader through a number of issues and steps in the development of corporate strategy the book explores strategic thinking in the context of marketing manufacturing finance and human resources The final chapter is optional for those who are interested in an ongoing process of strategic planning *The Government Manager's Guide to Strategic Planning* Kathleen E. Monahan, 2013-07-01 Strategic planning deals with long term goals and objectives Performance management focusing on the performance of an organization department process or employee is what makes strategic planning work Neither can be done without the other but both must be adapted to the organization This volume is designed as a reference for those involved in the day to day challenge of performance management and measurement Government managers will find ideas and practices that can be applied effectively in the federal environment CBI Series in Practical Strategy, Strategy & Planning David Hussey, 2001-01-09 This exceptionally useful and concise book provides essential information for managers and practitioners of strategic management particularly those requiring a bird's eye view of the whole subject who have neither the time nor the inclination to read the encyclopaedic tomes that are available The style is practical without sacrificing integrity and references are made to the important sources in the literature Strategy and Planning A Manager's Guide takes the reader through a number of issues and steps in the development of corporate strategy the book explores strategic thinking in the context of marketing manufacturing finance and human resources The final chapter is optional for those who are interested in an ongoing process of strategic planning **The Manager's Guide to Competitive Marketing Strategies, Second Edition** Norton Paley, 2021-05-13 The ability to think strategically is permeating every level of successful organizations particularly among senior executives and line managers responsible for maintaining a competitive advantage for their products and services Above all Manager's Guide to Creative Marketing Strategies is a pragmatic examination of a 21st century manager The second edition of this popular book will update you on the latest techniques for developing competitive strategies It examines how to apply strategies and tactics in a confusing

global mixture of hostile competitors breakthrough technologies emerging markets fickle customer behavior and diverse cultures You will gain practical information about what strategy is how competitive intelligence contributes to successful strategies and how to put it all together The book is an all in one resource for analyzing planning and developing competitive strategies a workbook with checklists and forms and a reference with numerous case histories **Manager's Guide to**

Business Planning Peter J. Capezio, 2009-10-16 Get the business results you want by creating and executing a solid plan One simple thing usually makes the difference between business success and failure a well laid plan Whether you want to enact a long term strategic initiative or set short term revenue targets Manager's Guide to Business Planning provides the tools and techniques for developing a workable plan everyone will support You'll learn how to Measure success Prioritize initiatives Run business reviews Create a budget Engage employees There's no reason to experience false starts waste money or dissatisfy customers in your business endeavors Manager's Guide to Business Planning has tried and true methods that can be applied to any situation **A Manager's Guide to Strategic Retirement Plan Management** Daniel

Cassidy, 2006-05-19 Daniel Cassidy has written a detailed comprehensive guide for managers to understand and succeed at the ongoing process of managing a company retirement plan If motivating your employees is important to you as a manager this book is an essential key to your success Josh Gordon author of Presentations That Change Minds and Selling 2.0 Written by renowned retirement benefits planning specialist Daniel Cassidy A Manager's Guide to Strategic Retirement Plan Management focuses on current best practices regarding company sponsored retirement plans within the United States Filled with in depth insights and expert advice this valuable guide will aid managers in applying strategic thinking to their retirement plan management activities whether it be a 401(k) plan investing in company stock or a traditional defined benefit plan It will also help you to view retirement plans in a holistic manner ever more necessary given the unpredictable economy and recent troubles with companies such as Enron and WorldCom Covering everything from administrative issues to financial and legal responsibilities A Manager's Guide to Strategic Retirement Plan Management will allow you to make the best decisions possible while managing this ongoing process and help you find solutions that best fit your organization's specific needs The Manager's Guide to Competitive Marketing Strategies Norton Paley, 2006 HOW TO MAKE YOUR BUSINESS

MORE PROFITABLE AND SUCCESSFUL THROUGH MARKETING *The Manager's Guide to Strategy* Roger Formisano, 2003-09-22 Translated into 16 languages The reader friendly icon rich Briefcase Books series is must reading for all managers at every level All managers whether brand new to their positions or well established in the organizational hierarchy can use a little brushing up now and then The skills based Briefcase Books series is filled with ideas and strategies to help managers become more capable efficient effective and valuable to their organizations The best strategies and the most capable managers are those that effectively match an organization's capabilities with its customers needs The Manager's Guide to Strategy shows managers how to analyze a firm's position in the marketplace formulate and execute a profitable

strategy then evaluate and revise that strategy over time It details techniques for making employees excited about and committed to a strategy and explains how to use strategy to take advantage of opportunities as they arise to the mutual benefit of both a company and its customers **IT Manager's Guide to Business Strategy** TechRepublic,1995

Practical Strategic Planning William P. Anthony,1985-12-23 Anthony presents current thinking and research on strategic planning in a usable concise and practical form He offers concrete examples and field tested methods and presents a synthesis of current research findings writings and experiences He identifies and discusses in detail the five key elements in strategic planning Clearly outlining the steps in the process he examines environmental forecasting customer market analysis strategic planning premises internal assessment mission development strategic thrusts and operationalizing the plan Anthony includes over 25 forms blank and completed that managers in the past have found useful for synthesizing recording and presenting critical information in the planning process He devotes an entire chapter to a complete example of one company s strategic plan allowing other organizations to see how his principles and forms have been applied

Comprehensive Strategic Management Eric J. Bolland,2017-05-24 This breakthrough book provides students and managers alike with an understanding of the concepts and tools of strategy *Corporate Strategy and Long Range Planning* David C. D. Rogers,1973 **Strategic Planning for Public Managers** James L. Mercer,1991-05-09 Designed for local government managers and administrators this pioneering work offers a clear and comprehensive guide to the use of strategic planning techniques in the public sector The author presents a concise overview of the strategic planning process defines the terms involved and provides a step by step methodology for organizations ready to move into the actual implementation of strategic planning In addition to differentiating between community based corporate functional and defined purpose strategic planning processes Mercer explains the delineation between strategic and tactical planning and offers practical approaches to overcoming barriers to the use of strategic planning in the public sector arena Throughout the author makes extensive use of case studies of strategic planning programs implemented by a variety of local government and public sector organizations Mercer begins by describing how strategic planning can be both an effective tool for dealing with change and a technique of organizational development He goes on to provide detailed instructions on how to prepare to conduct strategic planning how to determine strategic issues the importance of a values audit and how to develop an environmental scan or assessment Subsequent chapters address determining organizational threats and opportunities composing the mission statement defining critical success factors and indicators planning strategies and assessing strategic risks and benefits Finally the author shows how to perform an internal assessment of ability to actually adopt and carry out strategies the importance of contingency planning and how to tie strategic planning to the budget and evaluate the process The public sector manager experienced with strategic planning techniques can use the guide as a handy reference to particular aspects of the process while those new to strategic planning will find this an indispensable aid in developing and implementing their

own internal strategic planning processes *Strategic Management of Information Services* Shiela Corral,2003-09-02 An in depth analysis of strategic management concepts and techniques and how they can be usefully applied to the planning and delivery of information services Offers practical guidance on the strategy process from appraisal and assessment through to implementation and improvement Examines the environment in which planning takes place and financial management issues Annotated references to management and information service literature Includes further reading and index Sheila Corral is the University Librarian at the University of Reading She has worked as an information specialist manager and consultant in public and national academic libraries At the British Library her roles included policy and planning support to top management and responsibility for a portfolio of revenue earning services in science technology patents and business information **The Government Manager's Guide to Plain Language** Judith G. Myers PhD, Judith G. Myers,2013-07 The ability to write well correlates highly with the ability to think well to analyze information weigh alternatives and make decisions Government managers must make instructions and policies clear to employees give effective presentations and communicate effectively with the public In addition government managers must model clear effective writing for their staffs A comprehensive chapter on using social media effectively and appropriately is included **The Government Manager's Guide to Contract Law** Terrence M. O'Connor LL.M.,2014-04 This practical volume offers clear and helpful guidance on the laws governing federal contracts From information on the types of contracts used in government to ways to interpret those contracts the book covers the basics that every government manager needs to know Information on complying with ethics requirements in general and in the solicitation process and contract administration in particular is especially pertinent The author also explains the government manager's liability both to the government and to the public This book covers all the aspects of contract law that every government manager should know to be both effective and in compliance *The Government Manager's Guide to Leading Teams* Lisa DiTullio,2013-12-01 Building and leading teams that ensure project success may not be easy but the techniques involved are straightforward and workable Lisa DiTullio demonstrates that enhancing team dynamics to improve performance in the federal environment does not have to be complicated or time consuming Her time tested best practices tips and processes will help any government manager develop and lead a better team **The Government Manager's Guide to Earned Value Management** Charles I. Budd PMP, Charlene S. Budd PhD, CPA, CMA, CFM, PMP,2013-12-01 This volume presents practical guidance for the government manager on earned value management EVM from basic calculations to how to find the most useful information online Emphasis is on the relevant reports that contractors are required to submit to the federal government as part of their compliance with mandated EVM on projects Because the data submitted on reports do not translate automatically into recommendations for actions to be taken information is included on how to analyze and evaluate contractor reports This book is a must read for understanding EVM on government projects **A Manager's Guide to British Standard BS 25999 for Business Continuity Management**

Dr Goh Moh Heng, 2012-01-01 This book is written for those who are new to Business Continuity BCM management and also as a reference for practitioners who are assigned to initiate the BC planning BCP project in their organization using the British Standard BS25999 for Business Continuity Management It applies the author's experiences in getting several clients organizations to successfully achieve BS 25999 certification This book is also a useful guide for seasoned BCM professionals through the BCM implementation process *The Government Manager's Guide to the Work Breakdown Structure* Gregory T. Haugan PhD, PMP, 2013-07-01 The Government Manager's Guide to the Work Breakdown Structure The work breakdown structure WBS is a cornerstone of managing any project Every government manager should understand how to construct a WBS in the project or program lifecycle This quick reference presents the fundamental WBS principles pragmatic steps for the government manager to follow in developing a project WBS and a checklist for the project manager to use in reviewing a WBS In addition DOD recommendations for avoiding pitfalls in constructing a WBS are highlighted

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