

LEADERSHIP & MANAGEMENT | COURSE BROCHURE

Executive Strategy Workshop: Setting Direction and Priorities

5 days | Classroom training | English

SMART HORIZON

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Course content

Why attend

This intensive workshop helps senior leaders define strategic direction, make clear choices about where to compete and how to win, and translate strategy into a focused set of priorities. Participants analyse the external environment and internal capabilities, evaluate strategic options, define strategic objectives and design governance for execution. The workshop format allows participants to apply each step to their own organisation or business unit.

Many strategies are long lists of ambitions rather than clear choices. This workshop helps you sharpen strategic thinking, make difficult trade-offs and leave with a focused strategic framework for your organisation.

Professional Problems This Course Is Designed to Solve

• Difficulty translating subject knowledge into practical workplace decisions.
• Inconsistent approaches to the activities covered in the course outline.
• Lack of a structured plan for applying and reviewing new skills.

Course methodology

The workshop is highly interactive, combining strategic frameworks with facilitated group work, case studies, peer challenge sessions and development of each participant's strategic framework.

Course objectives

By the end of this course, participants will be able to:
• Analyse the strategic environment and competitive position
• Define mission, vision and strategic ambition
• Make clear strategic choices and trade-offs
• Set a focused set of strategic priorities and objectives
• Align resources, structure and capabilities with strategy
• Design governance and review processes for execution

Target audience

This course is suitable for:
• Chief executives and managing directors
• Senior executives and board members
• Business unit heads
• Strategy directors
• Senior public sector leaders



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Target competencies

Participants will develop competencies in:

- Strategic analysis
- Strategic choice
- Priority setting
- Strategic alignment
- Execution governance
- Executive facilitation

Course outline

Day 1: Strategic Context

09:00–09:54	What strategy is and is not
09:54–10:48	External environment analysis
10:48–11:00	Industry dynamics and competition
11:00–11:30	**Coffee break**
11:30–12:12	Industry dynamics and competition (continued)
12:12–13:06	Stakeholder expectations
13:06–14:00	Workshop: Environmental analysis

Day 2: Capabilities and Position

09:00–09:54	Internal capability assessment
09:54–10:48	Sources of competitive advantage
10:48–11:00	Value proposition and customer focus
11:00–11:30	**Coffee break**
11:30–12:12	Value proposition and customer focus (continued)
12:12–13:06	Strengths, gaps and constraints
13:06–14:00	Workshop: Capability review



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Day 3: Strategic Choices

09:00–09:54	Where to play and how to win
09:54–10:48	Generating and evaluating options
10:48–11:00	Trade-offs and what not to do
11:00–11:30	**Coffee break**
11:30–12:12	Trade-offs and what not to do (continued)
12:12–13:06	Growth, focus and portfolio decisions
13:06–14:00	Exercise: Choosing between strategic options

Day 4: From Strategy to Priorities

09:00–09:54	Strategic objectives and measures
09:54–10:48	Selecting a small number of priorities
10:48–11:00	Resource allocation
11:00–11:30	**Coffee break**
11:30–12:12	Resource allocation (continued)
12:12–13:06	Organisational alignment
13:06–14:00	Workshop: Strategy map

Day 5: Execution and Governance

09:00–09:54	Strategy communication
09:54–10:48	Execution rhythm and reviews
10:48–11:00	Adapting strategy as conditions change
11:00–11:30	**Coffee break**
11:30–12:12	Adapting strategy as conditions change (continued)
12:12–13:06	Leadership roles in execution
13:06–14:00	Capstone: Strategic framework presentation

The timings provided are estimates and may vary depending on the number of participants and the discussions taking place during the



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sessions. They are indicative only and do not constitute a binding commitment.

Dates, venues and fees

Current published course plans. Fees are per participant in GBP, excluding unconfirmed taxes.

Venue	Start date	End date	Fee (GBP)
Singapore Confirmed dates	9 Nov 2026	13 Nov 2026	**£2,820.–**
Online Confirmed dates	9 Nov 2026	13 Nov 2026	**£1,250.–**
London Confirmed dates	23 Nov 2026	27 Nov 2026	**£2,450.–**
Online Confirmed dates	23 Nov 2026	27 Nov 2026	**£1,250.–**
Dubai Confirmed dates	7 Dec 2026	11 Dec 2026	**£3,150.–**
Online Confirmed dates	7 Dec 2026	11 Dec 2026	**£1,250.–**
Frankfurt Confirmed dates	14 Dec 2026	18 Dec 2026	**£2,650.–**
Online Confirmed dates	14 Dec 2026	18 Dec 2026	**£1,250.–**



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Dates, venues and fees (continued)

Venue	Start date	End date	Fee (GBP)
Cape Town Confirmed dates	4 Jan 2027	8 Jan 2027	**£1,890.–**
Online Confirmed dates	4 Jan 2027	8 Jan 2027	**£1,250.–**
Kuala Lumpur Confirmed dates	11 Jan 2027	15 Jan 2027	**£1,450.–**
Online Confirmed dates	11 Jan 2027	15 Jan 2027	**£1,250.–**
Paris Confirmed dates	25 Jan 2027	29 Jan 2027	**£2,860.–**
Online Confirmed dates	25 Jan 2027	29 Jan 2027	**£1,250.–**
Istanbul Confirmed dates	8 Feb 2027	12 Feb 2027	**£2,650.–**
Online Confirmed dates	8 Feb 2027	12 Feb 2027	**£1,250.–**
Amsterdam Confirmed dates	22 Feb 2027	26 Feb 2027	**£2,540.–**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (GBP)
Online Confirmed dates	22 Feb 2027	26 Feb 2027	**£1,250.–**
Barcelona Confirmed dates	1 Mar 2027	5 Mar 2027	**£2,840.–**
Online Confirmed dates	1 Mar 2027	5 Mar 2027	**£1,250.–**
Singapore Confirmed dates	8 Mar 2027	12 Mar 2027	**£2,820.–**
Online Confirmed dates	8 Mar 2027	12 Mar 2027	**£1,250.–**
London Confirmed dates	22 Mar 2027	26 Mar 2027	**£2,450.–**
Online Confirmed dates	22 Mar 2027	26 Mar 2027	**£1,250.–**
Dubai Confirmed dates	12 Apr 2027	16 Apr 2027	**£3,150.–**
Online Confirmed dates	12 Apr 2027	16 Apr 2027	**£1,250.–**



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Dates, venues and fees (continued)

Venue	Start date	End date	Fee (GBP)
Frankfurt Confirmed dates	26 Apr 2027	30 Apr 2027	**£2,650.-**
Online Confirmed dates	26 Apr 2027	30 Apr 2027	**£1,250.-**
Rome Confirmed dates	3 May 2027	7 May 2027	**£2,450.-**
Online Confirmed dates	3 May 2027	7 May 2027	**£1,250.-**
Kuala Lumpur Confirmed dates	10 May 2027	14 May 2027	**£1,450.-**
Online Confirmed dates	10 May 2027	14 May 2027	**£1,250.-**
Paris Confirmed dates	24 May 2027	28 May 2027	**£2,860.-**
Online Confirmed dates	24 May 2027	28 May 2027	**£1,250.-**
Istanbul Confirmed dates	14 Jun 2027	18 Jun 2027	**£2,650.-**



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Dates, venues and fees (continued)

Venue	Start date	End date	Fee (GBP)
Online Confirmed dates	14 Jun 2027	18 Jun 2027	**£1,250.–**
Amsterdam Confirmed dates	21 Jun 2027	25 Jun 2027	**£2,540.–**
Online Confirmed dates	21 Jun 2027	25 Jun 2027	**£1,250.–**
Rome Confirmed dates	5 Jul 2027	9 Jul 2027	**£2,450.–**
Online Confirmed dates	5 Jul 2027	9 Jul 2027	**£1,250.–**
Singapore Confirmed dates	12 Jul 2027	16 Jul 2027	**£2,820.–**
Online Confirmed dates	12 Jul 2027	16 Jul 2027	**£1,250.–**
London Confirmed dates	26 Jul 2027	30 Jul 2027	**£2,450.–**
Online Confirmed dates	26 Jul 2027	30 Jul 2027	**£1,250.–**



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Dates, venues and fees (continued)

Venue	Start date	End date	Fee (GBP)
Dubai Confirmed dates	9 Aug 2027	13 Aug 2027	**£3,150.-**
Online Confirmed dates	9 Aug 2027	13 Aug 2027	**£1,250.-**
Frankfurt Confirmed dates	23 Aug 2027	27 Aug 2027	**£2,650.-**
Online Confirmed dates	23 Aug 2027	27 Aug 2027	**£1,250.-**
Vienna Confirmed dates	30 Aug 2027	3 Sept 2027	**£2,940.-**
Online Confirmed dates	30 Aug 2027	3 Sept 2027	**£1,250.-**
Kuala Lumpur Confirmed dates	13 Sept 2027	17 Sept 2027	**£1,450.-**
Online Confirmed dates	13 Sept 2027	17 Sept 2027	**£1,250.-**
Paris Confirmed dates	20 Sept 2027	24 Sept 2027	**£2,860.-**



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Dates, venues and fees (continued)

Venue	Start date	End date	Fee (GBP)
Online Confirmed dates	20 Sept 2027	24 Sept 2027	**£1,250.–**
Istanbul Confirmed dates	11 Oct 2027	15 Oct 2027	**£2,650.–**
Online Confirmed dates	11 Oct 2027	15 Oct 2027	**£1,250.–**
Amsterdam Confirmed dates	25 Oct 2027	29 Oct 2027	**£2,540.–**
Online Confirmed dates	25 Oct 2027	29 Oct 2027	**£1,250.–**
Cape Town Confirmed dates	1 Nov 2027	5 Nov 2027	**£1,890.–**
Online Confirmed dates	1 Nov 2027	5 Nov 2027	**£1,250.–**
Singapore Confirmed dates	8 Nov 2027	12 Nov 2027	**£2,820.–**
Online Confirmed dates	8 Nov 2027	12 Nov 2027	**£1,250.–**



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Dates, venues and fees (continued)

Venue	Start date	End date	Fee (GBP)
London Confirmed dates	22 Nov 2027	26 Nov 2027	**£2,450.-**
Online Confirmed dates	22 Nov 2027	26 Nov 2027	**£1,250.-**
Dubai Confirmed dates	6 Dec 2027	10 Dec 2027	**£3,150.-**
Online Confirmed dates	6 Dec 2027	10 Dec 2027	**£1,250.-**
Frankfurt Confirmed dates	13 Dec 2027	17 Dec 2027	**£2,650.-**
Online Confirmed dates	13 Dec 2027	17 Dec 2027	**£1,250.-**



Course content

Plan your next step

Dates, availability, exact venue, taxes, inclusions and payment terms require written confirmation. This brochure is not a quotation, registration, booking confirmation or visa invitation. Participants receive a Smart Horizon UK certificate of attendance; programmes are not externally accredited and do not award a professional qualification or designation. Confirm arrangements before booking travel.

For group or in-house training, contact our learning team to discuss your objectives and delivery arrangements.

Contact Smart Horizon

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View the latest course details online