

MARKETING & COMMUNICATION | COURSE BROCHURE

Product Management: From Market Insight to Launch

5 days | Classroom training | English

SMART HORIZON

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London W2 6BD, United Kingdom

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https://smarthorizon.uk



Course content

Why attend

Product managers connect market needs with business strategy and delivery teams. This course covers market and customer research, product strategy, positioning, requirements, business cases, pricing, go-to-market planning, launch execution and product life cycle management.

Many products fail because they do not meet real market needs or are poorly launched. This course gives you a structured approach to bringing successful products to market.

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 course uses product case work, market research exercises, positioning workshops and launch planning.

Course objectives

By the end of this course, participants will be able to:

- Conduct market and customer research
- Define product strategy and positioning
- Develop business cases and requirements
- Set pricing and packaging
- Plan go-to-market and launch activities
- Manage products across their life cycle

Target audience

This course is suitable for:

- Product managers
- Product marketers
- Marketing managers
- Business development professionals
- Entrepreneurs



Course content

Target competencies

Participants will develop competencies in:

- Market research
- Product strategy
- Positioning
- Business case development
- Go-to-market planning
- Life cycle management

Course outline

Day 1: Product Management Role

09:00–09:54	Product manager responsibilities
09:54–10:48	Product life cycle
10:48–11:00	Stakeholders
11:00–11:30	**Coffee break**
11:30–12:12	Stakeholders (continued)
12:12–13:06	Product success factors
13:06–14:00	Exercise: Product review

Day 2: Market Insight

09:00–09:54	Market research methods
09:54–10:48	Customer needs
10:48–11:00	Competitor analysis
11:00–11:30	**Coffee break**
11:30–12:12	Competitor analysis (continued)
12:12–13:06	Opportunity sizing
13:06–14:00	Workshop: Market analysis



Course content

Day 3: Strategy and Positioning

09:00–09:54	Product vision
09:54–10:48	Target segments
10:48–11:00	Positioning statements
11:00–11:30	**Coffee break**
11:30–12:12	Positioning statements (continued)
12:12–13:06	Differentiation
13:06–14:00	Exercise: Positioning

Day 4: Business Case and Pricing

09:00–09:54	Business case
09:54–10:48	Requirements
10:48–11:00	Pricing and packaging
11:00–11:30	**Coffee break**
11:30–12:12	Pricing and packaging (continued)
12:12–13:06	Roadmaps
13:06–14:00	Workshop: Product business case

Day 5: Go-to-Market and Launch

09:00–09:54	Go-to-market strategy
09:54–10:48	Sales enablement
10:48–11:00	Launch plan
11:00–11:30	**Coffee break**
11:30–12:12	Launch plan (continued)
12:12–13:06	Post-launch review
13:06–14:00	Capstone: Launch plan

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



Course content

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)
Barcelona Confirmed dates	9 Nov 2026	13 Nov 2026	**£2,840.–**
Online Confirmed dates	9 Nov 2026	13 Nov 2026	**£1,250.–**
Dubai Confirmed dates	16 Nov 2026	20 Nov 2026	**£3,150.–**
Online Confirmed dates	16 Nov 2026	20 Nov 2026	**£1,250.–**
Frankfurt Confirmed dates	7 Dec 2026	11 Dec 2026	**£2,650.–**
Online Confirmed dates	7 Dec 2026	11 Dec 2026	**£1,250.–**
Kuala Lumpur Confirmed dates	14 Dec 2026	18 Dec 2026	**£1,450.–**
Online Confirmed dates	14 Dec 2026	18 Dec 2026	**£1,250.–**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (GBP)
Paris Confirmed dates	4 Jan 2027	8 Jan 2027	**£2,860.-**
Online Confirmed dates	4 Jan 2027	8 Jan 2027	**£1,250.-**
Istanbul Confirmed dates	18 Jan 2027	22 Jan 2027	**£2,650.-**
Online Confirmed dates	18 Jan 2027	22 Jan 2027	**£1,250.-**
Amsterdam Confirmed dates	1 Feb 2027	5 Feb 2027	**£2,540.-**
Online Confirmed dates	1 Feb 2027	5 Feb 2027	**£1,250.-**
Cape Town Confirmed dates	8 Feb 2027	12 Feb 2027	**£1,890.-**
Online Confirmed dates	8 Feb 2027	12 Feb 2027	**£1,250.-**
Singapore Confirmed dates	15 Feb 2027	19 Feb 2027	**£2,820.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (GBP)
Online Confirmed dates	15 Feb 2027	19 Feb 2027	**£1,250.–**
London Confirmed dates	1 Mar 2027	5 Mar 2027	**£2,450.–**
Online Confirmed dates	1 Mar 2027	5 Mar 2027	**£1,250.–**
Dubai Confirmed dates	15 Mar 2027	19 Mar 2027	**£3,150.–**
Online Confirmed dates	15 Mar 2027	19 Mar 2027	**£1,250.–**
Cape Town Confirmed dates	29 Mar 2027	2 Apr 2027	**£1,890.–**
Online Confirmed dates	29 Mar 2027	2 Apr 2027	**£1,250.–**
Frankfurt Confirmed dates	5 Apr 2027	9 Apr 2027	**£2,650.–**
Online Confirmed dates	5 Apr 2027	9 Apr 2027	**£1,250.–**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (GBP)
Kuala Lumpur Confirmed dates	19 Apr 2027	23 Apr 2027	**£1,450.-**
Online Confirmed dates	19 Apr 2027	23 Apr 2027	**£1,250.-**
Paris Confirmed dates	3 May 2027	7 May 2027	**£2,860.-**
Online Confirmed dates	3 May 2027	7 May 2027	**£1,250.-**
Istanbul Confirmed dates	17 May 2027	21 May 2027	**£2,650.-**
Online Confirmed dates	17 May 2027	21 May 2027	**£1,250.-**
Rome Confirmed dates	31 May 2027	4 Jun 2027	**£2,450.-**
Online Confirmed dates	31 May 2027	4 Jun 2027	**£1,250.-**
Amsterdam Confirmed dates	7 Jun 2027	11 Jun 2027	**£2,540.-**



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Dates, venues and fees (continued)

Venue	Start date	End date	Fee (GBP)
Online Confirmed dates	7 Jun 2027	11 Jun 2027	**£1,250.–**
Singapore Confirmed dates	21 Jun 2027	25 Jun 2027	**£2,820.–**
Online Confirmed dates	21 Jun 2027	25 Jun 2027	**£1,250.–**
London Confirmed dates	5 Jul 2027	9 Jul 2027	**£2,450.–**
Online Confirmed dates	5 Jul 2027	9 Jul 2027	**£1,250.–**
Dubai Confirmed dates	19 Jul 2027	23 Jul 2027	**£3,150.–**
Online Confirmed dates	19 Jul 2027	23 Jul 2027	**£1,250.–**
Frankfurt Confirmed dates	2 Aug 2027	6 Aug 2027	**£2,650.–**
Online Confirmed dates	2 Aug 2027	6 Aug 2027	**£1,250.–**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (GBP)
Vienna Confirmed dates	9 Aug 2027	13 Aug 2027	**£2,940.-**
Online Confirmed dates	9 Aug 2027	13 Aug 2027	**£1,250.-**
Kuala Lumpur Confirmed dates	16 Aug 2027	20 Aug 2027	**£1,450.-**
Online Confirmed dates	16 Aug 2027	20 Aug 2027	**£1,250.-**
Paris Confirmed dates	6 Sept 2027	10 Sept 2027	**£2,860.-**
Online Confirmed dates	6 Sept 2027	10 Sept 2027	**£1,250.-**
Istanbul Confirmed dates	20 Sept 2027	24 Sept 2027	**£2,650.-**
Online Confirmed dates	20 Sept 2027	24 Sept 2027	**£1,250.-**
Amsterdam Confirmed dates	4 Oct 2027	8 Oct 2027	**£2,540.-**



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Dates, venues and fees (continued)

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Online Confirmed dates	4 Oct 2027	8 Oct 2027	**£1,250.–**
Rome Confirmed dates	11 Oct 2027	15 Oct 2027	**£2,450.–**
Online Confirmed dates	11 Oct 2027	15 Oct 2027	**£1,250.–**
Singapore Confirmed dates	18 Oct 2027	22 Oct 2027	**£2,820.–**
Online Confirmed dates	18 Oct 2027	22 Oct 2027	**£1,250.–**
London Confirmed dates	1 Nov 2027	5 Nov 2027	**£2,450.–**
Online Confirmed dates	1 Nov 2027	5 Nov 2027	**£1,250.–**
Dubai Confirmed dates	15 Nov 2027	19 Nov 2027	**£3,150.–**
Online Confirmed dates	15 Nov 2027	19 Nov 2027	**£1,250.–**



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Dates, venues and fees (continued)

Venue	Start date	End date	Fee (GBP)
Frankfurt Confirmed dates	6 Dec 2027	10 Dec 2027	**£2,650.-**
Online Confirmed dates	6 Dec 2027	10 Dec 2027	**£1,250.-**
Kuala Lumpur Confirmed dates	13 Dec 2027	17 Dec 2027	**£1,450.-**
Online Confirmed dates	13 Dec 2027	17 Dec 2027	**£1,250.-**

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