



Strategic Thinking & Decision Making in Competitive Environments

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Strategic Thinking & Decision Making in Competitive Environments

5 days training course

For detailed information on training course dates, please click the link:

[Strategic Thinking & Decision Making in Competitive Environments.](#)



Introduction:

This training course focuses on sharpening participants' ability to think strategically and make informed decisions in competitive business environments. By exploring various frameworks for strategic analysis, decision-making, and implementing effective strategies, participants will be equipped to contribute to their organization's long-term success in a dynamic market. The course will provide real-world examples and case studies to help participants apply learned strategies to complex business challenges.

Course Objectives:

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

- Understand and evaluate the value structure of a business.
- Apply strategic analysis in competitive contexts and assess risks.
- Make informed strategic choices while considering complexity and uncertainty.
- Use effective decision-making tools and frameworks to guide strategic actions.
- Implement strategies and manage long-term organizational development.

Who Should Attend:

This course is designed for professionals involved in strategic planning and decision-making in both private and public sector organizations. It will be particularly beneficial for:

- Strategic Planners
- Senior Operations Personnel
- Marketing Analysts
- Technical and Research Professionals
- Corporate Finance Specialists
- HR Professionals contributing to long-term staff development

Course Outline:

Day 1: Evaluating the Business and its Potential

- Understanding the value structure of a business
- Examining how and why business value is changing
- The “value chain” and “value ladder” in strategic thinking
- Financial and non-financial evaluation of the business
- Foresight as a key strategic activity
- The concept of profitable growth

Day 2: Strategic Analysis in a Competitive Context

- Learning from best practices in strategy
- Developing a strategic mindset
- Managing internal and external relationships during strategy development
- Assessing risk in strategic decisions
- Reviewing and evaluating initiatives and projects
- Ensuring cohesion in strategic programmes and projects
- Strategic analysis in a competitive environment

Day 3: Dealing with Choice and Complexity

- Strategic choice 1: Determining what to do and what to avoid
- Strategic choice 2: Incorporating agility and contingency in decision-making
- Economics of the “make-versus-buy” decision
- Using information technology to manage increasing complexity
- Optimizing the supply-demand chain
- Participating in a virtual or extended organization
- Managing complexity in strategic decision-making

Day 4: Strategic Decision-Making

- Key members of an effective strategic planning team
- Project evaluation and ranking of opportunities
- The role of innovation in strategic decisions
- Risk analysis and management tools and techniques
- Setting project objectives, milestones, and performance measures
- Maintaining differentiation through the total business model
- Making a real-life strategic decision



Day 5: Implementing Strategy and Long-Term Development

- Why most strategic plans fail in implementation
- Breaking down strategy implementation for successful execution
- Treating implementation as a "mission-critical" management activity
- Planning ahead—only as far as you can see
- Leveraging experience to translate foresight into actionable projects
- Discussion of delegates' follow-up action plans
- Overview and summary of the entire course



DOCUMENTATION

The **MTC team** has meticulously prepared **high-quality training materials** for distribution to all delegates.

CERTIFICATES

An **accredited Certificate of Completion** will be awarded to participants who successfully attend and complete the program.

SCHEDULE

Course sessions are scheduled as follows:

- **Morning Session:** 09:00 AM – 1:00 PM
- **Afternoon Session:** 01:00 PM – 05:00 PM

REGISTRATION & PAYMENT

To register, please complete the **registration form** available on the course page and submit it with your **preferred payment method**. Alternatively, you can contact us via **email or WhatsApp** for assistance.

TRAVEL & TRANSPORT

We ensure a **seamless travel experience** by providing **airport-hotel-airport** transfers for all participants.