

STRATEGIC APPLICATION IN MANAGEMENT

Category: Strategic Application in Management

Course Name: Strategic Planning and Development

Course Length: 2 days

Instructor: William A. Agee

About this Course:

Many professionals approach critical and strategic acquisitions in much the same fashion as they do a standardized commodity. If the item or material is defined as critical to the success of the operation, a well-defined strategic materials plan must be in place for ensuring the success of the supply chain.

The need for a strategic plan for critical materials and services might not become apparent until a catastrophic failure in the supply occurs. When management wants to know how we protected the firm with this plan, the lack of one becomes a glaring omission.

Recommended for: this session is designed for the new through the more experienced buyer, supervisor, manager and director of materials, purchasing and sales.

Objectives:

This session looks at what is needed to put together and develop a strategic plan to ensure value to the operation. This session is made applicable to the acquisitions and strategic alliance partners of an operation.

In this session we will:

- Understand the need for the plan
- Identify the elements essential in a materials strategic plan
- Migrate through a checklist model for an effective plan
- Develop a strategic plan model for our operation
- Review the benefits and downsides associated with the plan
- Consider the organizational issues connected with applying a plan
- Identify the risks to this project
- Review how to project manage the plan to a successful conclusion
- Apply report card evaluations to performance guarantees
- Establish a toolbox for future plans and more

Benefits:

- Understand the requirement necessary for putting together a strategic plan
- Develop a checklist for items to include in the plan
- Create a format for a very flexible plan for various applications
- Understand the risk to a project with a poorly developed plan
- Watch for the major points of failure associated with most plans
- Develop a set of tools applicable for your firm or products going forward