



Advanced Strategic Planning and Execution for COOs Training Course

Ref: #CS6122



Course Introduction / Overview:

This intensive training course is designed to equip Chief Operating Officers and senior operational leaders with the advanced skills required to bridge the critical gap between strategic planning and flawless execution. In today's volatile business environment, the ability to not only formulate a winning strategy but also to drive its implementation across the organization is the hallmark of an effective COO. This program moves beyond theoretical frameworks to provide a practical, hands-on approach to operational leadership. As detailed by Lawrence G. Hrebiniak in his influential book, "Making Strategy Work: Leading Effective Execution and Change," the real challenge lies in implementation. This course directly addresses that challenge, providing participants with the tools to manage complexity, align resources, and foster a culture of performance. At BIG BEN Training Center, we have developed a curriculum that integrates classic strategic models with modern execution methodologies, ensuring that leaders can translate ambitious goals into tangible results, drive operational excellence, and secure a sustainable competitive advantage for their organizations.

Target Audience / This training course is suitable for:



- Chief Operating Officers (COOs).
- Aspiring Chief Operating Officers.
- Vice Presidents of Operations.
- Directors of Operations.
- Heads of Business Units.
- Senior Operations Managers.
- Strategy and Planning Directors.
- General Managers with operational responsibilities.

Target Sectors and Industries:

- Manufacturing and Production.
- Technology and Information Services.
- Healthcare and Pharmaceuticals.
- Banking and Financial Services.
- Retail and Consumer Goods.
- Logistics and Supply Chain Management.
- Telecommunications.
- Governmental and Public Sector Organizations.

Target Organizations Departments:

- Executive Management and C-Suite.
- Operations Management.
- Strategic Planning and Corporate Development.
- Production and Manufacturing.
- Supply Chain and Logistics.
- Quality Assurance and Control.
- Project Management Office (PMO).
- Business Transformation and Change Management.



Course Offerings:

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

- Develop a comprehensive strategic plan aligned with corporate vision and market dynamics.
- Master advanced strategic analysis tools to assess internal capabilities and external opportunities.
- Design robust execution frameworks to translate strategic goals into actionable operational plans.
- Implement effective performance management systems using KPIs and OKRs.
- Lead large-scale change initiatives and overcome organizational resistance.
- Optimize business processes to drive efficiency, quality, and operational excellence.
- Enhance financial acumen for making data-driven operational decisions.
- Align cross-functional teams and stakeholders to ensure seamless strategy execution.
- Develop leadership skills to inspire a culture of accountability and continuous improvement.
- Mitigate operational risks and build resilient, future-ready organizations.

Course Methodology:



The training methodology at BIG BEN Training Center is designed for maximum engagement and practical application. We believe that executive learning is most effective when it combines expert knowledge with peer-to-peer interaction and real-world problem-solving. This course utilizes a blended approach, featuring interactive presentations, facilitated group discussions, and in-depth case study analyses of successful and failed strategy executions. Participants will work in teams on practical workshops and simulation exercises that mirror the complex challenges they face in their roles. This hands-on approach allows them to apply strategic frameworks and execution tools to tangible business scenarios. Emphasis is placed on collaborative learning, where participants share experiences and insights from their diverse industries. Our expert facilitators provide continuous feedback and guide participants in developing personalized action plans to implement within their own organizations, ensuring that the learning extends far beyond the classroom and delivers measurable business impact.

Course Agenda (Course Units):

Unit One: The Evolving Role of the Strategic COO

- The Modern COO as the Chief Execution Officer.
- Linking Operational Capabilities to Corporate Strategy.
- Navigating the CEO-COO-CFO Triangle for Strategic Alignment.
- Key Responsibilities in Strategic Planning and Governance.
- Understanding the COO's Role in Digital Transformation.
- Setting the Foundation for a High-Performance Culture.
- From Operational Firefighter to Strategic Architect.

Unit Two: Mastering Strategic Planning Frameworks



- Advanced SWOT and TOWS Matrix Analysis for Competitive Advantage.
- Applying PESTLE Analysis for Macro-Environmental Scanning.
- Utilizing Porter's Five Forces to Assess Industry Structure.
- Developing a Balanced Scorecard for Holistic Strategy Measurement.
- Blue Ocean Strategy for Creating Uncontested Market Space.
- Scenario Planning and War Gaming for Strategic Foresight.
- Crafting a Clear and Compelling Strategic Vision and Mission.

Unit Three: The Science of Flawless Execution

- Translating Strategy into Actionable Operational Plans.
- The Hoshin Kanri Method for Policy Deployment.
- Resource Allocation and Strategic Budgeting.
- Establishing an Effective Project Management Office (PMO) for Strategy.
- Building Communication Plans for Stakeholder Alignment.
- Monitoring Progress and Making Strategic Adjustments.
- Overcoming Common Barriers to Strategy Implementation.

Unit Four: Driving Operational Excellence and Performance

- Defining and Implementing Key Performance Indicators (KPIs).
- Leveraging Objectives and Key Results (OKRs) for Agility.
- Principles of Lean Management and Waste Reduction in Operations.
- Applying Six Sigma for Quality and Process Improvement.
- Business Process Reengineering (BPR) for Transformational Change.
- Benchmarking Performance Against Industry Leaders.
- Creating a Culture of Continuous Improvement (Kaizen).

Unit Five: Leadership, Change, and Future-Proofing Operations



- Leading Change Through the Kotter 8-Step Model.
- Managing Resistance and Fostering Buy-in Across the Organization.
- Developing High-Performing Operational Teams.
- Ethical Leadership and Corporate Social Responsibility in Operations.
- Strategic Risk Management and Business Continuity Planning.
- Leveraging Technology and AI for Operational Advantage.
- The COO's Role in Scaling the Organization for Future Growth.

FAQ:

Qualifications required for registering to this course?

There are no requirements.

How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

Something to think about:

In an era of constant disruption, how can a COO effectively balance the demand for short-term operational efficiency with the long-term strategic necessity of innovation and transformation?

What unique qualities does this course offer compared to other courses?



This course distinguishes itself by focusing intensely on the execution aspect of strategy, a critical area where many organizations falter. While other programs may concentrate heavily on strategic formulation, this training course dedicates significant time to the practical frameworks, methodologies, and leadership skills required to translate plans into reality. It is specifically tailored for the unique challenges and responsibilities of the Chief Operating Officer, moving beyond generic management principles to address the specific complexities of overseeing diverse, cross-functional operations. The curriculum integrates proven, classic strategic models with contemporary execution tools like OKRs and Hoshin Kanri, providing a holistic and up-to-date toolkit. Furthermore, the course emphasizes the development of change leadership capabilities, recognizing that successful execution is as much about managing people and culture as it is about managing processes. Participants leave not just with knowledge, but with a clear, actionable roadmap for driving performance and operational excellence within their own organizations.