



EXECUTIVE FOCUS AND STRATEGIC PRIORITIZATION TRAINING COURSE

16 - 20 Nov 2026

BOSTON

7500 € (PER PERSON)

REF: #PRO3283_76073



COURSE INTRODUCTION / OVERVIEW:

In today's hyper-connected and fast-paced business environment, the ability to maintain focus and strategically prioritize is no longer just a skill but a critical executive competency. This course is meticulously designed to address the unique challenges faced by leaders in managing overwhelming demands, constant interruptions, and the pressure to make high-impact decisions. We delve deep into the principles of attention management and strategic alignment, moving beyond simple time management hacks. Drawing on foundational concepts from thought leaders like Cal Newport in his influential book "Deep Work: Rules for Focused Success in a Distracted World," this program equips participants with a robust mental framework to filter out noise and concentrate on what truly drives organizational value. At BIG BEN Training Center, we provide a transformative learning experience that empowers executives to reclaim their focus, make smarter choices about where to invest their time and energy, and lead their teams with clarity and purpose. This training course is an essential investment for any leader committed to achieving execution excellence and sustainable high performance in a world of endless distractions.

TARGET AUDIENCE / THIS TRAINING COURSE IS SUITABLE FOR:

- C-Suite Executives (CEOs, CFOs, COOs).
- Senior and Mid-Level Managers.
- Department Heads and Directors.
- Team Leaders and Supervisors.
- Project and Program Managers.
- Entrepreneurs and Business Owners.
- High-potential employees being developed for leadership roles.
- Strategy and Business Development Professionals.



TARGET SECTORS AND INDUSTRIES:

- Technology and Information Services.
- Banking, Finance, and Insurance.
- Healthcare and Pharmaceuticals.
- Manufacturing and Engineering.
- Consulting and Professional Services.
- Retail and Consumer Goods.
- Telecommunications.
- Government Agencies and Public Sector Organizations.

TARGET ORGANIZATIONS DEPARTMENTS:

- Executive Management and Leadership.
- Operations and Production.
- Project Management Office (PMO).
- Strategy and Corporate Planning.
- Human Resources and Talent Development.
- Sales and Business Development.
- Marketing and Communications.
- Research and Development.



COURSE OFFERINGS:

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

- Develop a deep understanding of the cognitive science behind focus and distraction.
- Apply advanced prioritization frameworks like the Eisenhower Matrix and Pareto Analysis.
- Align personal and team priorities with overarching strategic business objectives.
- Master techniques for managing digital distractions and creating an environment for deep work.
- Enhance decision-making capabilities under pressure by focusing on critical variables.
- Delegate tasks more effectively to optimize team productivity and personal workload.
- Implement strategies for managing energy levels to prevent executive burnout.
- Lead more focused, efficient, and productive meetings.
- Communicate priorities clearly and persuasively across the organization.
- Build sustainable habits for long-term focus and strategic execution.

COURSE METHODOLOGY:

The training methodology at BIG BEN Training Center is designed to be highly interactive, engaging, and directly applicable to the participant's professional context. We believe that adult learning is most effective when it combines theoretical knowledge with practical application. Therefore, this course moves beyond traditional lectures to incorporate a rich blend of learning techniques. Participants will engage in dynamic group discussions, analyze real-world business case studies, and participate in hands-on exercises that simulate executive challenges. Interactive workshops and role-playing scenarios will provide a safe environment to practice new skills, such as communicating priorities and delegating tasks. A significant emphasis is placed on peer-to-peer learning, allowing participants to share experiences and solutions from diverse industries. Our expert facilitators guide each session, providing personalized feedback and ensuring that the concepts are not only understood but can be immediately implemented. The program is structured to foster critical thinking and problem-solving, ensuring participants leave with a practical toolkit for enhanced focus and strategic prioritization.



COURSE AGENDA (COURSE UNITS):

UNIT ONE: THE NEUROSCIENCE AND PSYCHOLOGY OF EXECUTIVE FOCUS

- The modern executive's attention crisis.
- Understanding the science of deep work versus shallow work.
- Cognitive costs of context switching and multitasking.
- Assessing your personal focus and distraction patterns.
- The role of mindfulness in enhancing cognitive control.
- Building the foundational habits for sustained concentration.
- Overcoming common internal and external distractors.

UNIT TWO: ADVANCED FRAMEWORKS FOR STRATEGIC PRIORITIZATION

- Moving beyond the simple to-do list.
- Mastering the Eisenhower Matrix for urgency and importance.
- Applying the Pareto Principle (80/20 Rule) to identify high-impact tasks.
- Utilizing the MoSCoW method for project and feature prioritization.
- Techniques for value-based and effort-based prioritization.
- Aligning daily tasks with quarterly and annual strategic goals (OKRs).
- How to say 'no' strategically to low-value requests.

UNIT THREE: MASTERING TIME, ENERGY, AND WORKFLOW

- The principles of strategic time blocking and calendar management.
- Designing a work environment optimized for focus.
- Strategies for managing email and communication overload.
- The art and science of strategic delegation.
- Managing personal energy, not just time, for peak performance.
- Techniques for preventing and recovering from executive burnout.
- Creating efficient workflows for recurring tasks and projects.



UNIT FOUR: FOCUSED DECISION-MAKING AND EXECUTION

- Making high-stakes decisions with clarity and confidence.
- The link between prioritization and effective resource allocation.
- Communicating priorities to teams for maximum buy-in and alignment.
- Developing systems to ensure consistent execution of key initiatives.
- Leading and navigating high-priority projects under pressure.
- Using data to inform and validate prioritization choices.
- Conducting effective after-action reviews to improve future execution.

UNIT FIVE: CULTIVATING A CULTURE OF FOCUS AND PRIORITY

- Leading by example to foster a focused team environment.
- Transforming meeting culture from a time drain to a strategic tool.
- Coaching team members on effective prioritization and time management.
- Establishing clear communication protocols to minimize interruptions.
- Setting and protecting boundaries for yourself and your team.
- Sustaining focus and priority management as a long-term leadership discipline.
- Creating a personal action plan for implementing course learnings.

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:

How might the principles of strategic prioritization shift when moving from a stable corporate environment to one of rapid, disruptive change?

WHAT UNIQUE QUALITIES DOES THIS COURSE OFFER COMPARED TO OTHER COURSES?

This course distinguishes itself by moving beyond superficial time management tips and tools to address the core psychological and strategic challenges of executive leadership. While many programs focus on productivity software or simple hacks, we concentrate on cultivating the underlying cognitive skills and strategic mindset essential for high-level performance. The curriculum is uniquely tailored to the executive context, acknowledging the complexity of managing multiple stakeholders, long-term strategic initiatives, and constant inbound pressures. We integrate principles from neuroscience, organizational psychology, and proven business strategy, referencing seminal works like Cal Newport's "Deep Work" to provide a robust, evidence-based framework. The methodology emphasizes peer-level case studies and problem-solving, allowing senior leaders to learn from each other's real-world experiences in a confidential, collaborative setting. Rather than offering a one-size-fits-all solution, this course equips participants with a versatile mental toolkit, empowering them to diagnose their unique challenges and design sustainable systems for focus and prioritization that align with their specific role and organizational culture.