



Master Performance.  
Realize Results.



## GMP Mastery™ Coaching Workshop Description

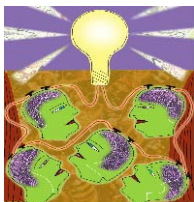
The Commitment of Mastery: **“We must Clearly Define and Culturally Communicate Expectations!”** requires that all managers be able to think strategically.

The ability to plan for the long term while maximizing performance in the short term is a must for great managers.

This workshop starts a conversation on building your analytical and team-planning skills.

From researching and gathering the needed background information, to arriving at a new strategy, to reviewing and adapting it to your organization's culture – all the key aspects of developing and implementing a strategy are clearly discussed.

You will be challenged to evaluate your effectiveness as a strategic thinker and develop a specific and customized action plan for applying the workshop critical thinking and practice points to your organization.



## Thinking Strategically

### Workshop Critical Thinking and Practice Points

#### Understanding Strategy

- Defining Strategy
- Examining the Process
- Thinking Short and Long Term
- Preparing for Strategic Success
- Looking to the Future

#### Analyzing Your Position

- Examining Influences and Risks
- Understanding Your Customers
- Analyzing Competitors
- Assessing Your Skills and Capabilities
- Summarizing the Analysis

#### Planning Your Strategy

- Staging the Process
- Defining Your Purpose
- Determining Competitive Advantages
- Setting Boundaries
- Estimating a Budget
- Integrating Strategy
- Communicating Clearly

#### Implementing Your Strategy

- Prioritizing Change
- Assessing the Risks
- Reviewing Operational Targets
- Motivating People
- Monitoring Performance
- Holding Reviews
- Being Flexible