

PERFORMANCE BASED MANAGEMENT

Target Group: All organizations with strong needs of modern strategic planning (Finance, Telco, Retail, Insurance,...)

- Top managers
- Members of board
- Strategists

Duration: 1 day

Prerequisites: None

Vision: This training will provide top managers and persons responsible for strategy with unique business knowledge and the best practice on strategy building issues such as Balanced Scorecard, Strategic maps, Cascading strategy and execution of strategy. With this training participants will better understand what strategists are doing and how managers should be managed to achieve strategic goals.

Contents:

Consensual targets defining

- importance of consensual
- employee motivation

Choosing perspectives, targets choice

Strategic map of organization

- cause-effect relationships among the objectives

Metrics and KPI

- defining metrics
- business metrics

Cascading strategy across the organization

- from strategy to operations

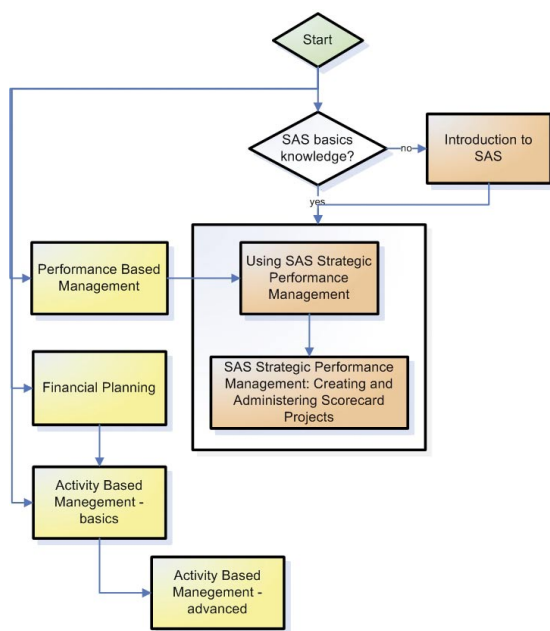
BSC integration with existing systems

- strategic feedback

Processes, data collection, reporting and performance management

- Collect, verify and validate performance data





Legend



Trainings		Duration	Code	Strategic manager	SPM Business Analyst Solution Developer	Executive Manager	ABM Business Analyst	ABM Solution Developer	Financial Planning Business Analyst	Financial Planning Solution Developer
Business	Performance Based Management	1		•	•	•				
	Activity Based Management – basics	0,5				•	•			
	Activity Based Management – advanced	1					•	•		
	Financial Planning	1				•			•	•
Technology	Using SAS® Financial Management: Legal Consolidation)	3	FMSD						•	•
	SAS Financial Management Data Administration (FMDA)	2,5	FMLEGAL			•			•	
	ABC Interactive Analysis and Reporting for SAS	3	FMDA							•
	Activity-Based Management 6.x	2	ABAR6					•		
	ABC Modeling Using SAS Activity-Based Management 6.x	4	ABMO6				•			
	SAS Activity-Based Management 6.x Report Creation for Modelers	2	ABRC					•		
	Model Design Workshop Using SAS Activity-Based Management 6.x	2	ABMOD				•			
	Using SAS Strategic Performance Management	2	STRVX14	•	•	•				
	SAS® Strategic Performance Management: Administering Scorecard Projects	2	SPMMIT		•					



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