BELIEVING IN AUTHENTIC LEARNING



Training Program

EXCELLENT STRATEGY EXECUTION

PACE | PACE Institute of Management

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EXCELLENT STRATEGY EXECUTION – THE DECISIVE FACTOR FOR BUSINESS SUCCESS

According to a Harvard Business Review survey, approximately 67% to 90% of strategies fail not due to poor vision, but due to poor execution capabilities. The gap between "Planning" and "Implementation" is the "black hole" that swallows resources, opportunities, and the position of thousands of organizations every year.

In today's fierce marketplace, the winning enterprise is not the one with the most beautiful plan on paper, nor the one with the flashiest ideas, but the one capable of turning those ideas into actual results. A brilliant strategy that sits quietly in a drawer does not help a business move forward However, a mediocre strategy executed with determination and discipline can help an organization create significant breakthroughs.

Without excellent execution capabilities, every macro vision will remain an "illusion," and your business will quickly be left behind by competitors who know how to act faster.

"**Excellent Strategy Execution**" is an intensive training program designed by PACE Institute of Management specifically for Leaders, Managers, and Founders who want to:

- Eliminate the gap - the disconnection - between the Board of Management's goals and the employees' daily activities;
- Master scientific management tools to measure and control business effectiveness;
- And most importantly, propel the enterprise out of stagnation to capture and lead the market.

The program does not simply provide a strategic execution mindset; it equips you with a practical toolkit (well-proven tools) to practice discipline within the organization. From there, turning "execution" into a culture and a strong competitive advantage that helps the enterprise survive, grow, and thrive.

PROGRAM DURATION

The total duration of the program is 04 sessions (equivalent to 12 hours). You can choose to study in the evening, weekdays or weekends. Please see the detailed schedule of upcoming courses on PACE's website: www.PACE.edu.vn.

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PROGRAM OBJECTIVES

After successfully completing this program, Participants will be able to:

Understand execution management thinking, clearly distinguish between "strategic planning" (drawing the path) and "strategic execution" (reaching the destination).

Master strategic execution models and tools (OGSM, KPI, OKR, BSC, PDCA, etc.) to transform strategic goals into specific, feasible action plans for respective departments/divisions.

Lead and mobilize teams effectively by creating motivation, alignment, and a strong culture of execution across the organization.

Monitor, measure, and continuously adjust strategy execution to ensure consistency, performance, and sustainable results.

TARGET PARTICIPANTS

- Top-level executives: Chairpersons, CEOs, Chief Operating Officers (COOs), Board Members, Executive Leadership, etc.
- Managers: Middle managers and individuals with experience in managing and operating departments and divisions within the enterprise.
- Founders: Founders and Co-founders of start-ups with a desire for breakthroughs and professional business governance right from the start.



PROGRAM CONTENT

Part I: Strategy Overview & The Organizational Picture

- Recognizing the essence of Strategy in the modern business context.
- Analyzing the components of the organizational landscape.
- Methods for business analysis and positioning based on data and international standard models.
- Introducing a systematic and feasible strategic planning process.

Part II: Strategy Execution Mindset & Process

- Framework for strategy execution mindset in business.
- Process of execution strategy from goals to specific actions.
- System of tools and methods to ensure effective and synchronized strategy execution.

Part III: Leadership Role – Strategy Control & Evaluation

- The role of leadership in setting direction, leading, and engaging the execution team.
- Methods for controlling progress and managing risks during strategy implementation.
- System for monitoring and evaluating strategic effectiveness through measurement indicators (KPIs, OKRs, etc.).

Part IV: Comprehensive Practical Workshop

- Comprehensive Practice building and deploying a complete strategy based on real-world case studies.
- Group discussions and presentations to hone critical thinking, analytical, and reasoning skills.
- Direct guidance from the Trainer to finalize the strategic plan.



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