MERCURY

Strategic Performance Improvement Workshop

5 – 9 April 2027
Madrid (Spain)



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Istanbul - Türkiye: +90 539 599 1206
Amman - Jordan: +962 79 712 3347

Strategic Performance Improvement Workshop

Ref: 121526_1076046 **Date:** 5 – 9 April 2027 **Location:** Madrid (Spain) **Fees:** 5600 Euro

Introduction

The Strategic Performance Improvement workshop equips professionals with advanced methodologies for enhancing organizational efficiency, productivity, and long-term performance outcomes. It explores how strategic planning aligns with performance management systems to drive measurable business results. Participants will gain a structured understanding of performance optimization techniques, including KPI development, benchmarking, and continuous improvement strategies. The workshop emphasizes analytical thinking, data-driven decision-making, and leadership alignment to improve overall organizational performance. It also examines how to identify performance gaps and implement sustainable solutions within complex business environments. Through a theoretical yet practical framework, participants will strengthen their ability to lead performance improvement initiatives effectively.

Targeted Groups

This Strategic Performance Improvement training targets professionals seeking knowledge and skills:

- Senior managers responsible for strategic execution.
- Performance management and HR specialists.
- Business analysts and planning officers.
- Team leaders aiming to improve productivity.
- Operations and quality management professionals.
- Consultants in organizational development.
- Project managers handling performance metrics.
- Executives are involved in decision-making processes.

Workshop Objectives

Participants will achieve the following objectives by completing the Strategic Performance Improvement workshop:

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- Understand principles of strategic performance management.
- Analyze organizational performance gaps effectively.
- Apply performance improvement frameworks in business settings.
- Develop measurable KPIs aligned with strategic goals.
- Evaluate performance data using structured approaches.
- Design continuous improvement strategies for organizations.
- Integrate business performance optimization techniques.
- Strengthen decision-making using performance insights.
- Align team objectives with corporate strategy.
- Enhance productivity improvement planning methods.
- Identify risks impacting organizational performance.
- Improve efficiency through structured performance tools.
- Support sustainable growth through strategic alignment.

Targeted Competencies

Participants will gain the following competencies during the Strategic Performance Improvement program:

- Strategic thinking and performance planning.
- Data-driven performance analysis skills.
- KPI development and measurement techniques.
- Organizational performance evaluation capability.
- Problem-solving in complex business scenarios.
- Decision-making based on performance metrics.
- Continuous improvement and optimization skills.
- Risk assessment and mitigation strategies.
- Leadership in performance improvement initiatives.
- Analytical interpretation of business performance data.
- Effective communication of performance insights.

Studying Scenarios

In this Strategic Performance Improvement training, participants develop skills through the following scenarios:

- Analyzing declining business performance and identifying root causes.
- Designing KPI frameworks for a growing organization.
- Evaluating team productivity and proposing improvements.
- Aligning departmental goals with corporate strategy.
- Developing performance improvement plans for underperforming units.
- Applying benchmarking techniques to improve efficiency.

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Workshop Content

Unit 1: Foundations of Strategic Performance Management

- Define strategic performance improvement concepts.
- Understand organizational performance frameworks.
- Explore performance management systems in modern organizations.
- Analyze the relationship between strategy and performance outcomes.
- Identify key drivers of business performance optimization.
- Examine the roles of leadership in performance improvement initiatives.
- Understand performance measurement models and methodologies.
- Evaluate internal and external performance factors.

Unit 2: Performance Analysis and Measurement Techniques

- Identify performance gaps using analytical tools.
- Develop measurable KPIs aligned with strategic goals.
- Understand balanced scorecard applications in performance tracking.
- Analyze business performance data effectively.
- Apply benchmarking techniques for comparative analysis.
- Evaluate productivity improvement metrics.
- Understand qualitative and quantitative performance indicators.
- Interpret trends and patterns in performance data.
- Design reporting systems for performance evaluation.

Unit 3: Strategic Planning for Performance Improvement

- Align organizational goals with performance strategies.
- Develop strategic performance improvement plans.
- Identify critical success factors for performance optimization.
- Integrate long-term business performance strategies.
- Apply structured planning techniques to improve efficiency.
- Design initiatives for sustainable organizational growth.
- Evaluate strategic risks affecting performance outcomes.
- Prioritize actions based on performance impact.
- Establish accountability in performance execution.

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Unit 4: Continuous Improvement and Optimization Strategies

- Understand continuous improvement methodologies.
- Apply process-optimization techniques to business operations.
- Identify inefficiencies in organizational workflows.
- Develop action plans for productivity enhancement.
- Integrate quality management principles into performance systems.
- Evaluate outcomes of performance improvement initiatives.
- Apply Lean and efficiency-driven approaches.
- Monitor and adjust strategies based on performance feedback.
- Ensure the sustainability of improvement initiatives.

Unit 5: Leadership and Decision-Making in Performance Improvement

- Understand leadership roles in driving performance excellence.
- Enhance decision-making using performance insights.
- Communicate performance results effectively to stakeholders.
- Manage change during performance improvement initiatives.
- Build high-performing teams aligned with strategic goals.
- Develop accountability frameworks within organizations.
- Apply problem-solving techniques to performance challenges.
- Strengthen collaboration across departments for performance success.
- Evaluate leadership impact on organizational performance.

Final Insights & Key Takeaways

Strategic performance improvement requires a structured integration of planning, measurement, and continuous optimization to achieve sustainable business success. Effective leadership and data-driven decision-making remain critical drivers in enhancing organizational performance and long-term growth.