



Consulting and Training | Reach New Heights

Course Name

Certified Balanced Scorecard Management System Professional (Physical)

Sector Name

Internationally Certified Training Programs

Document Type

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Course Introduction

The training course provides you with relevant knowledge on how to develop and implement a Balanced Scorecard System. This course offers a comprehensive overview of the many benefits any organization can extract from the Balanced Scorecard System implementation. A highly interactive learning experience will enable you to grasp the functionality of the Balanced Scorecard and leverage its benefits to advance strategy execution. The course focuses on delivering all the information needed to fully comprehend the value of the Balanced Scorecard, as well as on developing the necessary skills for a successful implementation.

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Target Audience

Professionals interested in measuring performance:

Professionals interested in Balanced Scorecard Management System from the finance, human resources, production, logistics, information technology and other fields, will acquire the competency to apply all the above- mentioned concepts in their organizations, immediately after the course.

Top/middle/lower management professionals:

Executives or operational managers, regardless of their field of expertise, will gain the ability and knowledge to measure performance and maximize the value of using a sound Balanced Scorecard Management System. The tools and resources offered as part of the training course will enable managers to apply the acquired concepts within their organizations, immediately after the course.

Performance measurement experts:



For professionals like Strategy Manager, Performance Management Officer or Performance Architect, it is important to develop competencies in designing a Balanced Scorecard Architecture, especially in terms of translating the organizational strategy into outstanding results.

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Learning Objectives

- ✓ Comprehend fundamentals of a Performance Management System;
- ✓ Transpose the organizational strategy into a Balanced Scorecard Management System.
- ✓ Learn how to integrate the components of a Balanced Scorecard Architecture.
- ✓ Differentiate between objectives, KPIs, and initiatives.

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Course Outline

✓ 01 Day One

Performance Management System:

Performance Management tool:

- ✓ What is the Balanced Scorecard?
- ✓ Balanced Scorecard structure and elements;
- ✓ The role of the Balanced Scorecard.
- ✓ 10 I to implement a Balanced Scorecard Management System

Demonstrate performance leadership:

- ✓ Clarify the mandate for improvement.
- ✓ Enlist leadership support.
- ✓ Build project competency.

Performance Management Audit:

- ✓ Strategy and business planning;
- ✓ Performance measurement;
- ✓ Performance improvement;
- ✓ Performance culture;

- ✓ Employee performance

Formulate Organizational Strategy:

- ✓ Defining strategy;
- ✓ Vision and mission statement;
- ✓ Organizational values;
- ✓ Value drivers;
- ✓ Goals and Objectives.

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Course Outline

✓ 02 Day Two

Understanding BSC Management System: Structure Organizational Strategy:

- ✓ Desired State of Evolution;
- ✓ Strategy Map;
- ✓ Scorecard;
- ✓ Dashboard;
- ✓ KPI Documentation;
- ✓ Portfolio of Initiatives;
- ✓ Initiative Description

Integrate strategy to organizational system:

- ✓ Performance measurement;
- ✓ Project management;
- ✓ Innovation management;
- ✓ Budgeting;
- ✓ Human capital;
- ✓ Process management;
- ✓ Quality management;
- ✓ Risk management;
- ✓ Stakeholder management

Drive strategy implementation:

- ✓ Project reporting;
- ✓ Process audits;
- ✓ KPIs/metrics monitoring;
- ✓ KRIs monitoring.

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Course Outline

✓ 03 Day Three

Implementing and using a BSC:

- ✓ Business acumen improvement;
 - ✓ Competencies;
 - ✓ Capabilities;
 - ✓ Mindset;
- ✓ Organisational competencies maturity development

Manage performance:

- ✓ Data gathering;
- ✓ Data analysis;
- ✓ Performance reporting;
- ✓ Performance reviews;
- ✓ Benchmarking

Learn and recalibrate:

- ✓ Insights Generation;
- ✓ Decision-Making Process;
- ✓ Strategy Recalibration;
- ✓ Action items implementation & monitoring;

- ✓ Modelling Strategy.

Nurture a Performance Culture:

- ✓ Communication;
- ✓ Education;
- ✓ Engagement;
- ✓ Gamification;
- ✓ Compensation

Review and Certification Exam:

- ✓ Course review;
- ✓ Certification Exam

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
Oct. 5, 2026	Oct. 7, 2026	3 days	3950.00 \$	Netherlands , Amsterdam
March 14, 2027	March 16, 2027	3 days	3250.00 \$	KSA , Jeddah
May 24, 2027	May 26, 2027	3 days	3250.00 \$	UAE , Dubai
July 12, 2027	July 14, 2027	3 days	3250.00 \$	UAE , Dubai

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