



Consulting and Training | Reach New Heights

Course Name

Creating Value through Strategic Development

Sector Name

Management And Leadership

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Creating Value through Strategic Development

Course Introduction

In an increasingly competitive business environment, organisations must continuously focus on creating sustainable value to achieve long-term growth and maintain market leadership. The Creating Value in Business: Strategies and Best Practices training program provides corporate leaders and management teams with practical frameworks to enhance business performance, strategic decision-making, and organisational competitiveness.

This corporate training course explores how companies can generate value by aligning business strategy, operational efficiency, innovation, and customer-centric approaches. Participants will learn how to identify new opportunities for value creation, optimize resources, and implement effective strategies that drive profitability, productivity, and market expansion.

The program emphasizes key concepts such as strategic management, business model innovation, value chain optimization, and performance management, enabling organisations to strengthen their competitive advantage. By understanding how value is created across different business functions, leaders can improve decision-making, resource allocation, and organisational growth strategies.

Through practical tools, case studies, and industry best practices, this training equips professionals with the knowledge required to develop sustainable value creation strategies that enhance

customer satisfaction, operational excellence, and long-term business success

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Target Audience

This course is designed for mid to senior-level executives, business strategists, and organizational leaders seeking to enhance their ability to drive value creation through strategic development initiatives.

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Learning Objectives

- ✓ Gain a comprehensive understanding of strategic development principles, frameworks, and methodologies essential for value creation in dynamic business environments.
- ✓ Enhance ability to analyze the business landscape, identify strategic opportunities, and formulate actionable plans to capitalize on those opportunities.
- ✓ Foster a culture of innovation within organizations by providing participants with the tools and techniques to drive innovation and develop sustainable business models.
- ✓ Develop skills in building and managing strategic partnerships and alliances to leverage external resources and capabilities to create value.
- ✓ Effectively implement and evaluate strategic development initiatives, ensuring alignment with organizational goals and driving long-term value creation.

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Creating Value through Strategic Development

Course Outline

✓ Day 01

Understanding Strategic Development

- ✓ Introduction to strategic development: Concepts, frameworks, and importance.
- ✓ Analyzing the business environment: Market dynamics, trends, and competitive landscape.
- ✓ Identifying strategic opportunities for value creation.
- ✓ Stakeholder analysis and engagement in strategic development.
- ✓ Case studies: Examples of successful strategic development initiatives and their impact on value creation.

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Course Outline

✓ Day 02

Strategic Planning and Decision Making

- ✓ Strategic planning methodologies and tools.
- ✓ Setting strategic objectives and goals for value creation.
- ✓ Strategic decision-making processes: Assessing alternatives and evaluating risks.
- ✓ Scenario planning and forecasting techniques.
- ✓ Group exercises: Developing strategic plans for value creation in hypothetical scenarios.

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Course Outline

✓ Day 03

Innovation and Business Model Development

- ✓ Understanding innovation as a driver of value creation.
- ✓ Types of innovation: Product, process, and business model innovation.
- ✓ Developing a culture of innovation within organizations.
- ✓ Business model canvas and value proposition design.
- ✓ Workshop: Ideation session to generate innovative ideas for value creation.

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Course Outline

✓ Day 04

Strategic Partnerships and Alliances

- ✓ Importance of strategic partnerships in value creation.
- ✓ Types of strategic partnerships: Joint ventures, alliances, and collaborations.
- ✓ Partner selection criteria and due diligence.
- ✓ Negotiation and agreement structures for strategic partnerships.
- ✓ Case studies: Successful strategic partnerships and their impact on value creation.

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Course Outline

✓ Day 05

Implementation and Evaluation of Strategic Development Initiatives

- ✓ Developing an implementation plan for strategic initiatives.
- ✓ Change management strategies for successful implementation.
- ✓ Monitoring and evaluating progress towards strategic objectives.
- ✓ Adjusting strategies based on performance feedback and market dynamics.

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
Oct. 4, 2026	Oct. 8, 2026	5 days	4250.00 \$	Bahrain , Manama
Feb. 1, 2027	Feb. 5, 2027	5 days	4250.00 \$	UAE , Dubai
May 3, 2027	May 7, 2027	5 days	4250.00 \$	UAE , Dubai
Aug. 2, 2027	Aug. 6, 2027	5 days	5950.00 \$	USA , Texas

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