



Balanced Scorecard

Quick View

Program Objectives

- To introduce Balanced Scorecard framework and implementation approach to organizational team

Duration: 2 Days (Consecutive Days)

Batch Size: 15 Persons

Participant Profile

- Top, Senior, Middle management executives
- Consultants and Industry professionals keen to get initiated into Performance Measurement Framework Design and Implementation
- Minimum 5+ years work experience

Assessment

- Objective Type Test (45 minutes)

Certification

- Balanced Scorecard Course Completion Certificate

Course Outline

Introduction

- Balanced scorecard concept and origin
- Introduction to performance management and measurement
- Definitions
- BSC - Purpose, Drivers and Differentiators
- Sample BSC performance measures

Balanced Scorecard Design

- Develop Strategic Themes and Strategic Results
- Develop Strategic Objectives and strategic success drivers
- Strategy mapping
- Derive Strategic Performance Measures, Targets, and Thresholds
- Develop Strategic Initiatives
- Define Criteria for Selecting Initiatives

Balanced Scorecard Implementation

- Implementation issues
- Aligning strategy and processes throughout the organization
- Collect, verify and validate performance data
- Software options for managing performance information
- Developing the communication plan
- Cascading the scorecard
- Employee motivation
- Linking strategy to resource decisions

Enterprise Performance Management Integration

- Integration with EMS
- Best practices
- Linking performance to rewards
- Scorecard roll out, training and change management
- Conclusion

Assessment and Feedback





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WHAT DO PARTICIPANTS THINK OF OUR PROGRAM?

Very very very good program!! Much better than others!! This program has changed my thinking completely on implementing strategy!! I got 100% value and DEFINITELY recommend
My rating: 10 / 10 - **Asst. Professor - Finance and Accounts (A leading Management Institute)**

Excellent learning and participative! I found this program more participative and it really helped me understand the wide perspective of BSC from a strategy deployment perspective. I got 100% value, 100% applicable in work, definitely recommend. Will greatly help in my career!!
My rating: 10 / 10 - **Sr. Executive Assistant - CEO's office (A Top Confectionary MNC)**

I found the program clear, in detail and structured. The program has brought clarity of thought to the process of strategy implementation, helping to breakdown strategy to ground level factors and identifying the key success and important factors affecting the business. I got 100% value for the fees paid and the program met 100% of my expectations. I definitely recommend it!!
My rating: 10 / 10 - **Deputy General Manager - Business Development (A leading Furniture mfr.)**

Excellent, informatory and well presented!! I rate this program excellent in comparison to other programs I have attended!! I could get a detailed understanding on the practical difficulties of implementing BSC in the organization. Definitely recommend and 100% applicable in my work
My rating: 8.5 / 10 - **Manager - Shared Services (A Big 4 Consulting and Advisory firm)**

Got a good overview of what and how scorecard can be used and the difficulties that could be encountered and possibly ways to overcome them. The program gave me a structure to my talk to my CEO with facts and back up information and not with just my gut feel!! I definitely recommend the program. It is 100% applicable to my work environment and organization!!
My rating: 8 / 10 - **Consultant - Shared Services (A Big 4 Consulting and advisory firm)**

Training was good!! I was amazed with the trainer's talent of remembering names at the first sight!! His presentation skills are really good!! I will definitely recommend this program to friends and colleagues. It has applicability to a great extent in my work environment!!
My Rating: 10 / 10 - **Sr. Software Engineer (A Top MNC Consulting, Tech & Outsourcing firm, Chennai)**

Program was well guided. Details and perspective were very clear!! The Software tool introduced was very friendly!! Got 100% value for fees paid, time spent and it met 100% expectations. Will definitely recommend to colleagues and 100% applicable in my work area!!
My rating: 10 / 10 - **Quality Systems Engineer (A mid sized IT Services firm, Bangalore)**

Photo Gallery <http://www.flickr.com/photos/13585710@N03/sets/72157607215724116/show/>