

LEAN SCENARIO PLANNING
FOR ENTREPRENEURS, BUSINESS STRATEGISTS, TOP MANAGERS/DIRECTORS
23 June 2015 - Malta
COURSE TIMETABLE

This event is a very interactive workshop, an open conference, and a continuous round-table debate, aiming at transmitting basic LEAN SCENARIO PLANNING concepts and principles to attending managers in a practical, hands-on, result-oriented fashion. Effective ways of progressing rapidly from principles to implementation will be illustrated.

Delegates will be requested to briefly illustrate their present approach to issues such as “yearly strategic planning” and “budgeting”. One or two cases will then be used as team exercise to illustrate the Lean Scenario Planning methodology. The main Lean Topics covered in this event are:

MORNING

- The world has changed, dramatically, irreversibly – and continues to change at a faster and faster speed. New business/ organisational approaches need to be identified and deployed in order to face effectively the tremendous challenges ahead.
- Traditional “Strategic Planning”, “Financial Planning” and “Budgeting”: the limitations of an approach based primarily on forecasting, extrapolating and estimating.
- **Scenario Planning**. A different, wide-horizon approach, based on taking into considerations SEVERAL different, possible future scenarios capable of influencing the state of affairs in years to come.
- **Scenario Planning**. The classical *4 Scenarios*: A) The **Wide Road** (the *Highway*) – B) The **Narrow Road** – C) The **Rocky Road** (the *Potholes Road*) – D) The **Toll Road**. The main parameters of each Scenario.

AFTERNOON

- The **early Signals** of each **Scenario**. How to spot and detect them. How to adapt the current, assessed Scenario considering the strength of each incoming signal.
- **Case Study**: applying the Scenario Planning methodology to foresee the possible, future outcomes of an entire Country. The case **South Africa**.
- Brief illustration of the main Lean core principles and targets, valid for any Organisation.
- **Lean Scenario Planning**: the possible roads to the future for any Organisation under the Lean philosophy. Or: having identified the most likely, *future scenario road/s*, how to set up an overall strategy apt to maintain and maximise the overall Organisation’s **output Value** while simultaneously keeping reducing **operational Waste**?
- **Lean Budgeting**: the nitty-gritty’s of traditional Cost Cutting as opposed to waste reduction. The top performing companies rarely compete on price or lowest cost. Lean focuses on delivering exceptional value: your employee and customer loyalty will help you reach new heights .
- In any of the 4 main, future Scenarios there are obvious as well as hidden **Threats** and **Opportunities**. How to identify them. How to minimise threats’ impact - how to exploit opportunities’ full potential.
- **Team Exercise: Lean Scenario Planning** applied to one (or more) real cases as illustrated by attending delegates.
- **Lean Scenario Planning**: a cultural revolution.

Social function and open bar.

For further, comprehensive details, please visit
<http://www.scodanibbio.com/malta2015/>