LEADERSHIP & STRATEGY

LE30 Business Planning and Growth Strategies

In today's competitive landscape, successful organisations must not only compete with rivals but also carve out new market spaces. This course equips senior leaders with comprehensive strategies and tools for business planning and growth. Through a five-day programme, delegates will explore various planning types, strategise amidst volatility, and leverage innovation for market expansion. The course is crafted to refine strategic decision-making, enhance executive leadership capabilities, and foster a proactive approach to business challenges. Participants will depart with a solid framework for implementing and sustaining growth strategies in any business environment.

Course Information

Duration: 5 days

London (£4950): 9th February 2026, 4th May 2026, 29th June 2026, 17th August 2026, 12th October 2026, 30th November 2026, 10th May 2027, 12th July 2027, 6th September 2027, 25th October 2027, 13th December 2027, 20th March 2028

Companies nominating 3 or more delegates to attend the same programme will enjoy a special discount on the course fees.

Upon completion of one of our CPD certified courses, delegates will be awarded both an LMC certificate and a CPD certificate. No examination required.

Who is the course suitable for?

This course is tailored for senior management roles including CEOs, Directors, and Senior Managers involved in or aspiring to undertake strategic planning and business development responsibilities. It is especially

beneficial for those looking to enhance their strategic thinking, improve organisational agility, and drive business growth through innovative approaches.

Course profile

Strategic Planning Foundations

- Assessing different planning approaches and their applicability
- Distinguishing between strategic thinking and strategic planning
- Evaluating the merits and limitations of formal strategic plans
- Practicing the art of the 'elevator pitch' for effective communication
- Developing roadmaps for strategic execution

Managing for a VUCA World

- Adapting leadership styles to manage volatility, uncertainty, complexity, and ambiguity (VUCA)
- Enhancing customer experience to boost loyalty and revenue
- Analysing internal processes for efficiency improvements
- Structuring organisations to support strategic objectives
- Preparing teams for future challenges through skill assessments

Strategic Growth and Market Expansion

- Comparing organic growth with mergers and acquisitions
- Formulating integration strategies for newly acquired assets
- Identifying and leveraging Mega Trends affecting the industry
- Employing advanced forecasting tools and techniques
- Planning for disruptions with contingency strategies

Enhancing Business Agility

- Identifying and managing new and emerging risks
- Employing scenario planning to anticipate future business conditions
- Understanding the principles that underpin agile organisations
- Reviewing and optimising business processes
- Incorporating quality improvements continuously

Innovating for New Market Opportunities

- Developing strategies to enter and expand new markets
- Breaking traditional industry boundaries to explore new areas
- Scaling businesses effectively for sustained growth
- Innovating with new products and services
- Applying the 7Ps of marketing to maximise market reach

Competencies

At the end of this course, delegates will be able to:

- Differentiate and apply various strategic planning approaches.
- Communicate strategic plans effectively through compelling pitches.
- Lead and manage in a VUCA environment, enhancing adaptability and resilience.
- Conduct comprehensive internal and external environmental analyses.
- Formulate and execute growth strategies through organic and inorganic means.
- Implement agile practices to enhance organisational responsiveness.
- Innovate and identify opportunities in new and existing markets.
- Evaluate and refine business processes continuously for quality improvement.

Course Booking

Call us: +44 (0) 207 724 6007

Email us: training@lmcuk.com

www.lmcuk.com

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