

# Managing for Results Course

Learn to drive measurable performance improvements and accountability using strategies like balanced scorecards and performance frameworks.

Group classes in Live Online and onsite training is available for this course. For more information, email [onsite@graduateschool.edu](mailto:onsite@graduateschool.edu) or visit: <https://sdfm.graduateschool.edu/courses/managing-for-results>



[CustomerRelations@graduateschool.edu](mailto:CustomerRelations@graduateschool.edu) • [\(888\) 744-4723](tel:(888)744-4723)

## Course Outline

### Module 1: Leading for Results

- Learn the differences between managing and leading
- Explore how to acquire leadership skills through training and experience
- Develop and define a compelling leadership vision
- Understand how to identify and measure key performance indicators (KPIs)
- Create visual tools like dashboards and balanced scorecards

### Module 2: Strategic Deployment

- Define strategy and its importance in organizational performance
- Understand the four key elements of a strategic plan
- Learn and apply the five-step strategic planning process
- Create and evaluate strategic-initiative action plans
- Establish accountability and evaluate/reward performance

### Module 3: Business Process Improvement

- Understand what business processes are and how they function
- Learn the six phases of business process improvement (BPI)
- Plan and analyze current processes to identify inefficiencies
- Redesign, implement, and monitor improved processes
- Promote a culture of continuous improvement across teams