

Your employee is interested in learning new skills with AMA. Beyond helping you both achieve your goals, here's why that's an excellent idea.

## AMA Seminars offer your employee:

- **Extensive practice in a supportive environment.** You really can't learn new skills from an app. You need to experience it, practice it, and get personal attention to the details that make a difference. There is simply no substitute for learning by doing.
- **Feedback from experts.** Our instructors are not professors—they are practitioners in the field, focused on what works now in the real world. Participants agree instructors make a difference and have rated our faculty 4.83 out of 5 stars. What's more, your employee will be learning alongside peers from other organizations gaining insight and knowledge from other industries and expanding their professional network.
- **Tools and techniques designed to improve performance.** Our courses are instructionally designed to make a difference in performance, which is why 99% of participants report they are using what they learned back on the job after taking one of our courses.
- **An Experience.** Yes, we know two or three days seems like a lot. But dedicating that time to truly master new skills is worth the time and money. And we're not just saying that--our customers agree: 98% of participants would come back for another course.

Still feel like you can't spare your employee for a training session?  
Take a look at [our live online courses](#) which minimize time away from work.

Either way, remember that we don't lecture—we accelerate performance.

**Need help?** Contact 1-877-566-9441 or visit [www.amanet.org/2565](http://www.amanet.org/2565)

## Fundamentals of Strategic Planning

**Improve your knowledge of strategic planning to understand what senior management is thinking and why—and increase your value to your organization!**

Here's an overview of strategic planning for those not directly involved in the planning process, but who want to understand the impact of strategy on their work and their organization's success. Gain a perspective and vocabulary for strategic planning to help you actively and constructively support your firm's strategic direction.

### How You Will Benefit

- Understand what strategy and strategic planning mean to an organization
- Learn key concepts and the language used by those involved in strategic planning
- Discover various approaches companies use to develop strategy
- Find out how strategy moves from concept through implementation to realization
- Recognize techniques companies use to assess their current and future environments
- Identify specific ways you can contribute to your organization's strategic success

### What You Will Cover

- What strategy and strategic planning really mean
- How strategy creates value for customers and stakeholders
- How companies develop strategy: seven strategic planning processes
- The strategic planning process in action: five stages of a classic approach
- Assessing the environments
- Three Ds of strategy: discussion, decision, development
- Implementing strategy: how strategy cascades through the organization

### Who Should Attend

Managers and supervisors who want to expand their strategic planning skills and management perspective...and anyone who must communicate with managers and leaders involved in the creation and implementation of strategy.

### Schedule

- 121 days - \$9,245 Non Members

- [2] days - \$2,949 Non members
- [2] days - \$2,095 AMA Members
- [2] days - \$1,984 GSA

## Credits

12 CPU /14 CPE/1.2 CEU  
12 PDU\_S&B/12 PDU/12 PDCs

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