

WORKSHOP: 2 DAYS

THE EXECUTION EDGE

The Ultimate Strategy Execution Workshop for Senior Leaders



Objective

Equip senior leaders with the tools and frameworks necessary to consistently execute strategies amidst business complexities, ensuring innovation, performance, and scalability.

Duration

- 2 Days

Key Features

- **Advanced Frameworks:** Practical strategies for bridging the gap between planning and execution.
- **Interactive Learning:** Hands-on activities, simulations, and role-plays tailored to the leadership context.
- **Focus on Sustainability:** Tools for embedding execution excellence into organizational processes.

Training Methodology

The workshop follows a **Six-Step Learning Process:**

- 1) **Apply Current Skills:** Participants address real-time challenges using existing knowledge.
- 2) **Present Solutions:** Teams share their proposed approaches.
- 3) **Identify Gaps:** Facilitator and peers provide insights into improvement areas.
- 4) **Introduce Frameworks:** Provide tools and techniques aligned with session goals.
- 5) **Apply Tools in Activities:** Hands-on exercises to practice new concepts.
- 6) **Takeaway Exercises:** Assign post-training tasks to reinforce learning.

Course Outline – Day 1

Topic	Objective	Training Methodology
Icebreaker and Introduction	Build rapport and set the workshop's context.	Leadership Challenge Puzzle: Groups solve a strategy execution puzzle to highlight common barriers.
Session 1: Understanding Two Types of Strategies	Differentiate between Stroke of the Pen and Behavior Change strategies.	Case Study Analysis: Participants analyze real-world examples of each strategy and discuss implications for their roles.
Session 2: Execution Amidst the Daily Whirlwind	Recognize and mitigate the impact of daily operational demands on strategic focus.	Whirlwind Mapping: Identify operational distractions and discuss strategies to prioritize execution.
Session 3: Introduction to the 4 Disciplines of Execution (4DX)	Provide a high-level understanding of 4DX as a structured execution framework.	Interactive Discussion: Share personal experiences of execution successes and challenges, linking them to 4DX disciplines.
Wrap-Up Activity	Consolidate learnings from Day 1.	Interactive Quiz: Review key concepts through an engaging group quiz.

Course Outline – Day 2

Topic	Objective	Training Methodology
Session 4: Discipline Focus on Wildly Important Goals (WIGs)	Narrow focus to critical goals for impactful execution.	Goal-Setting Workshop: <i>Participants identify and articulate their top two WIGs.</i>
Session 5: Discipline Act on Lead Measures	Shift focus from lag measures to actionable lead measures.	Lead Measure Design: <i>Groups define lead measures for their identified WIGs and simulate their application.</i>
Session 6: Discipline Keep a Compelling Scorecard	Develop tools to track and motivate execution progress.	Scorecard Development: <i>Teams design compelling scorecards for their goals using provided templates.</i>
Session 7: Discipline Create a Cadence of Accountability	Build accountability into execution processes.	Role-Playing Accountability Sessions: <i>Practice conducting WIG meetings with clear agendas and accountability structures.</i>
Session 8: Sustaining Execution Excellence	Address long-term sustainability and adapt strategies for dynamic environments.	Implementation Planning: <i>Participants create detailed action plans for applying 4DX in their teams.</i>

Key Outcomes of the Training Program

Objective: Equip senior leaders with advanced tools and frameworks to execute strategies reliably amidst business complexities, ensuring innovation, performance, and scalability.

1. Strategic Clarity:

- Differentiate between Stroke of the Pen and Behavior Change strategies to choose the appropriate execution approach.
- Identify and articulate Wildly Important Goals (WIGs) that drive organizational priorities.

2. Mastery of the 4DX Framework:

- Understand and apply the Four Disciplines of Execution:
 - ✓ **Focus on WIGs:** Define and prioritize the most critical organizational goals.
 - ✓ **Act on Lead Measures:** Identify actionable, predictive measures to drive goal achievement.
 - ✓ **Keep a Compelling Scorecard:** Track progress and motivate teams with transparent and engaging metrics.
 - ✓ **Create a Cadence of Accountability:** Build and sustain execution rhythms through regular WIG sessions.

3. Operational Focus Amidst Whirlwinds:

- Recognize and minimize distractions from daily operational demands that impede execution.
- Create systems to balance strategic initiatives with ongoing business needs.

4. Building Accountability Systems:

- Develop processes to ensure team alignment and commitment to execution goals.
- Use structured accountability frameworks to track progress and resolve bottlenecks.

5. Sustainable Execution Practices:

- Establish habits and systems that ensure long-term execution reliability, even in dynamic business environments.
- Embed execution disciplines into organizational culture for scalable impact.

6. Adaptability to Change:

- Navigate the stages of organizational change with confidence, moving teams effectively from resistance to commitment.
- Foster an environment of continuous improvement to adapt strategies to evolving business conditions.

About Faculty



Suren Saini International Leadership Coach | TEDx Speaker | Actor | Model

Credentials

- 32+ Years of overall experience
- 10+ Years in Training & Coaching
- 56000+ People Trained
- 2500+ Workshops Conducted
- 5+ Years in Indian Air Force
- 2+ Years as Radio Jockey
- Actor & Model

Training Methodology

- Virtual Live Sessions
- E Learning
- Class Room Training
- Coaching

Areas of Training & Coaching Expertise

- Selling Skills for Virtual World – B2B & B2C
- Design Thinking & Innovation
- Frontline & Senior Leadership Development
- Key Account Management
- Customer Centricity / Customer Service
- Negotiation Skills
- Effective Communication (Verbal / Written)
- Presentation Skills
- Strategy to Execution Excellence
- Problem Solving & Decision Making
- Manager Development Programs
- Conflict Management
- Emotional Intelligence
- Team Building
- Motivation

Levels Trained & Coached

- C Suite
- Senior Management
- Mid-Level Management
- First Time Managers

Languages

- English & Hindi

Consulting Experience in Functional Areas

- Sales & Business Development
- Leadership & Strategy Execution
- Performance Management System

Industry Exposure

- Telecom
- Agri Farm
- People Services
- Education
- Publishers
- Information Technology
- BFSI
- Textiles
- Footwear
- Pharmaceuticals
- Appliances
- Automotive
- Construction
- FMCG
- Ecommerce
- Consulting
- Liquor
- Aviation
- Medical Tourism / Hospitals / Medical Devices
- Cement / Paint / Plumbing Solutions
- Plywood & Laminates

Education

- MBA, Kurukshetra University

LinkedIn

- www.linkedin.com/in/surensainisalestrainer

Suren has over 30 years of experience in Business Development, Team Management, Training and Business Consulting. Suren has successfully travelled the journey of a Corporate Professional from Frontline to Lead while working with few leading organisations and serving varied industries. As a trainer & coach he has been recognised for creating stimulating and interactive learning environments, encouraging participation and individual creativity. He delivers customised & highly experiential learning interventions suiting to meet the business objectives, which has proven to deliver excellent results for clients. Suren conducts learning workshops in India, Bangladesh & Nepal. He has also been a visiting faculty to SRM University, SRCC College and JIMS Institutes in India. Suren is the Founder Director of SalesVersity Pvt Ltd.

Suren is also an accomplished Actor & Model.

Recent Clients

- | | |
|-------------------------|--------------------------|
| • Adani FarmPik | • K Raheja Corps Homes |
| • Eureka Forbes | • Nissan Motors |
| • Orient Electric | • Quess Corp |
| • Global Payments | • Exide Batteries |
| • Barclays Bank | • Marico Ind, Bangladesh |
| • IME General Insurance | • Hafele Appliances |
| • Continental Tyres | • Bry Air Asia |
| • Denso Group | • Banglalink, Bangladesh |
| • LHH / Adecco | • Zydus Wellness |
| • JCB | • Microsoft |
| • U2optia Mobile | • Indorama |
| • Birla Gold | • Nepal Aviation |
| • Infodrive India | • Kansai Nerolac, Nepal |
| • TPV Technologies | • Nepal Telecom |
| • Voltas | • NABIL Bank, Nepal |
| • Anmol Bakers | • Norvic Hospital, Nepal |
| • Priniti Foods | • bKash, Bangladesh |

Testimonials

*Thank you so much for conducting 2 days **Sales Training** last week for my team. I have never been happier with a training exercise for my team. I have individually checked with my team and all of them are happy & highly satisfied with the training. They all are applying successfully what all they learnt in your workshop. On a personal note, I feel you are a great trainer and a very hardworking professional, for which I would like to extend my help and contacts to you for now and in the future."*

~ Harmik Singh, National Relationship Lead, ISLI

I have been going for many trainings and have seen many, many speakers. I was instantly interested, entertained, and learned something new, useful, and inspiring from you. You are talented, funny, and insightful. I will use your system and teachings not only professionally but also personally.

~ Manoj Kumar, Executive Director and VP, Inext

*The program on **Strategy to Execution Excellence** was designed and implemented for Leaders at GM, AVP and VP level. The program designed by Suren had an intense mix of lectures, case study based discussions and participant driven exercises which were built to spur thinking and accepting concepts after fair amount of debate. Suren's high-energy style of delivering the program had participants glued to their seats with intent of wanting to learn more. We plan to have this program run for Senior Management as well as mid-level Management. Its a must for all organisations.*

~ Vidya Bai J, Head, Talent Development, Quess Corp