JUPITER PRIME

Consulting • Training • Advisory

جوبيتر برايم للاستشارات والتدريب

COURSE BROCHURE

# Enterprise Capability Diagnosis and Strategy Findings Training Course

26 – 30 April 2027
Vienna

**jupiterprime.uk**

info@jupiterprime.uk

Registered in the United Kingdom and Saudi Arabia

# Enterprise Capability Diagnosis and Strategy Findings Training Course

**Ref:** 2838_108892 **Date:** 26 – 30 April 2027 **Location:** Vienna **Fees:** 5900 GBP

Enterprise Capability Diagnosis and Strategy Findings is a 1-week training course for internal consultants and strategy analysts, and it builds an enterprise diagnostic report that leadership can act on. Executives now face crowded agendas and competing improvement requests, so they need evidence on where the organisation is strong or stretched. Jupiter Prime Training delivers Enterprise Capability Diagnosis and Strategy Findings for advisers who examine the whole enterprise rather than a single function.

## Why Enterprise Capability Diagnosis and Strategy Findings Matters Now

Two groups push for sharper diagnosis today: boards that expect strategy choices backed by evidence, and operating leaders who resist conclusions they had no part in shaping. Digital change adds a third pressure. An organisation that diagnoses well directs scarce investment to the few constraints that matter. One that diagnoses poorly funds symptoms and repeats the same review a year later. The course draws on capability mapping, issue trees, hypothesis-led enquiry, environmental scanning and maturity self-assessment.

## Who Gains Most from Enterprise Capability Diagnosis and Strategy Findings

- Internal consultants who scope and run cross-functional reviews for the executive team
- Strategy analysts who gather evidence on organisational strengths and gaps
- Transformation office staff who frame problems before initiatives are chartered
- Corporate planning specialists who turn diagnostic findings into strategic priorities
- Performance analysts who test whether measures reflect real capability health

A strategy office or internal advisory unit gains most when several of its analysts attend together.

## Enterprise Capability Diagnosis and Strategy Findings Capabilities

Participants leave able to move from a vague executive concern to a structured, defensible set of findings about the whole enterprise.

- Design an engagement charter with scope, questions and sponsors — the executive commissioning the review
- Build issue trees that break a broad concern into testable parts — the steering group agreeing priorities
- Assess capability maturity across functions using evidence scales — leaders deciding where to invest
- Test hypotheses with interviews, documents and operational figures — analysts defending each finding
- Weigh root causes against symptoms in a findings matrix — sponsors choosing which issues to address
-

Communicate findings in a storyline that leads with the answer — the board receiving the report

## Key Enterprise Capability Diagnosis and Strategy Findings Terms

- Capability map — a structured view of what an organisation must be able to do, independent of who does it.
- Issue tree — a branching breakdown of a question into mutually exclusive parts that can each be investigated.
- Maturity scale — a graded description of capability performance used to rate current and target states.
- Working hypothesis — a provisional answer stated early so evidence gathering can confirm or reject it.
- Findings matrix — a table linking each observation to its evidence, root cause and implication.
- Engagement charter — the agreed document setting a review's scope, questions, sponsor, timeline and outputs.

## Enterprise Capability Diagnosis and Strategy Findings Day by Day

### Day 1: Framing the Enterprise Review

- Engagement Charter Drafting — Agreeing Scope, Questions And Sponsor Expectations
- Environmental Scanning Summary — External Forces Shaping The Diagnostic Questions
- Stakeholder Interview Plan — Who Holds Evidence And Who Shapes Acceptance
- Issue Tree Construction — Breaking The Executive Concern Into Testable Branches
- Working Hypothesis Statements — Focusing Evidence Gathering From The Start

### Day 2: Mapping Enterprise Capabilities

- Capability Map Building — Defining What The Organisation Must Do Well
- Maturity Scale Design — Rating Current And Target Capability States
- Value Chain Walkthrough — Locating Capabilities That Drive Customer Outcomes
- Capability Heat Mapping — Showing Strength, Gap And Strategic Importance
- Cross-Sector Comparison Cases — Contrasting Utility And Retail Capability Profiles

### Day 3: Gathering and Testing Evidence

- Structured Interview Guides — Drawing Consistent Evidence From Senior Staff
- Document And Process Review — Checking Stated Practice Against Actual Practice
- Operational Indicator Analysis — Using Performance Figures To Confirm Patterns
- Hypothesis Testing Log — Recording Which Assumptions Survive The Evidence
- Root Cause Analysis — Separating Underlying Causes From Visible Symptoms

## Day 4: Shaping Findings and Consulting Conversations

- Findings Matrix — Linking Observations, Evidence, Causes And Implications
- Prioritisation Grid — Ranking Issues By Strategic Impact And Urgency
- Answer-First Storyline — Structuring Findings For Executive Readers
- Difficult Feedback Conversations — Presenting Unwelcome Findings To Function Heads
- Steering Group Facilitation — Building Agreement On Diagnostic Conclusions

## Day 5: Practising the Enterprise Diagnostic Report

- Case Issue Tree Review — Applying Framing Methods To A Sample Enterprise
- Case Capability Heat Map — Rating The Sample Enterprise Against Maturity Scales
- Case Findings Matrix — Turning Evidence Into Prioritised Conclusions
- Peer Challenge Panel — Testing Logic Before Leadership Presentation
- Diagnostic Report Assembly — Storyline, Findings, Priorities And Next Questions

## Applying Enterprise Capability Diagnosis and Strategy Findings After the Course

- Draft an engagement charter and issue tree for one live executive concern and agree it with the sponsor.
- Rate five priority capabilities against a maturity scale with function heads and share the heat map with the strategy office.

## Enterprise Capability Diagnosis and Strategy Findings Questions FAQ

### What is Enterprise Capability Diagnosis and Strategy Findings and why does it matter now?

Enterprise Capability Diagnosis and Strategy Findings is the practice of examining an organisation's capabilities as a whole and turning the evidence into strategic conclusions. It matters now because leaders must direct limited investment to the constraints that truly hold performance back.

### Which roles gain most from Enterprise Capability Diagnosis and Strategy Findings?

Internal consultants and strategy analysts gain most from Enterprise Capability Diagnosis and Strategy Findings. Transformation office staff and corporate planners also benefit.

### How does Enterprise Capability Diagnosis and Strategy Findings differ from a requirements-focused business analysis course?

Enterprise Capability Diagnosis and Strategy Findings looks across the entire enterprise to find strategic constraints. A requirements-focused business analysis course works inside one change project, specifying what a chosen solution must do.

## What do you bring back from Enterprise Capability Diagnosis and Strategy Findings?

You bring back a repeatable method for Enterprise Capability Diagnosis and Strategy Findings work. It covers charters, issue trees, heat maps and a findings matrix.

## Enterprise Capability Diagnosis and Strategy Findings: The Way Forward

The enterprise diagnostic report each participant assembles first informs which capability gaps leadership funds in the next planning round. Sponsors and function heads use it to agree priorities. After its first presentation, the maturity ratings deserve another look, since sponsor challenge and new evidence often shift where the real constraint sits.