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COURSE BROCHURE

Results-Driven Team Execution for Managers Training Course

17 – 21 January 2027
Istanbul

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Results-Driven Team Execution for Managers Training Course

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Results-Driven Team Execution for Managers is a 1-week training course for managers accountable for team output who must turn strategy into weekly action and visible results, and it produces a Team Execution Scorecard. Many strategies fail not in the boardroom but in the gap between annual targets and what teams actually do each week. This course on Results-Driven Team Execution is delivered by Jupiter Prime Training.

Why Results-Driven Team Execution Matters Now

Three forces make results-driven team execution a pressing management skill: shorter planning cycles that leave little room for slow course correction, competing priorities that scatter team effort, and senior leaders who expect early evidence that strategy is landing. A manager who links goals to a few measures, runs a steady review rhythm and clears blockers quickly sees targets met. One who relies on annual objectives discovers shortfalls too late. The course rests on Hoshin Kanri and its X-matrix, the Balanced Scorecard, KPI trees with lead and lag measures, and the Theory of Constraints TOC.

Who Gains Most from Results-Driven Team Execution

- Managers accountable for delivering a team's quarterly or annual targets
- Department heads translating business plans into team goals
- Operations and sales leads tracking weekly performance against plan
- Performance and planning analysts supporting managers with measures
- Project and service leads removing blockers that slow delivery

A management team that attends with members from planning and operations gains most, because they can build one shared KPI tree and run the same review rhythm across functions.

Results-Driven Team Execution Capabilities

Participants leave able to connect strategy to a short list of team measures and run the routines that keep those measures moving.

- Build a KPI tree that links strategic aims to team lead and lag measures — senior leadership
- Apply Hoshin Kanri X-matrix thinking to align team priorities with breakthrough objectives — department heads
- Design a weekly and monthly review rhythm that surfaces slippage early — team members
- Assess bottlenecks with Theory of Constraints logic to choose where effort counts — operations partners
- Communicate accountability conversations that agree owners, actions and next checks — individual contributors
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Specify a Balanced Scorecard view for the team covering finance, customers, processes and learning — sponsors

Key Results-Driven Team Execution Terms

- Team execution — the routines, measures and conversations that turn agreed goals into completed work and results.
- KPI tree — a diagram breaking a top-level outcome into contributing measures down to actions a team controls.
- Lead and lag measures — lead measures predict and influence results; lag measures record the result after it happens.
- Hoshin Kanri — a planning method aligning breakthrough objectives, annual goals and team actions, often on an X-matrix.
- Balanced Scorecard — a framework tracking performance through financial, customer, internal process and learning perspectives.
- Theory of Constraints — an approach that improves output by identifying and relieving the single limiting bottleneck.

Results-Driven Team Execution Day by Day

Day 1: From Strategy to Team Goals

- Strategy Translation Canvas — Turning Plans Into Team-Level Outcomes
- Hoshin Kanri X-Matrix — Linking Breakthrough Objectives to Team Actions
- Priority Filter — Choosing the Few Goals That Matter Most
- Balanced Scorecard Perspectives — Widening Measures Beyond Finance
- Stakeholder Expectation Scan — Clarifying What Success Looks Like

Day 2: Measures That Drive Action

- KPI Tree Construction — Breaking Outcomes Into Controllable Measures
- Lead and Lag Measure Selection — Predicting Results Before They Arrive
- Target Setting Methods — Balancing Stretch and Realism
- Visual Performance Boards — Making Progress Visible to the Team
- Data Quality Checks — Trusting the Numbers Used for Decisions

Day 3: Execution Rhythm

- Weekly Execution Huddle — Reviewing Commitments and Next Actions
- Monthly Performance Review — Comparing Trends Against Targets
- Action Log Discipline — Tracking Owners, Deadlines and Status
- Escalation Rules — Deciding When Issues Go Upward
- Rhythm Calendar Design — Fitting Reviews Into Busy Workloads

Day 4: Accountability and Blockers

- Accountability Conversations — Agreeing Owners Without Blame
- Theory of Constraints Bottleneck Scan — Finding the Limiting Step
- Root Cause Five Whys — Tracing Missed Targets to Causes
- Resource Reallocation — Moving Effort to Where Results Stall
- Recognition of Progress — Reinforcing Teams That Hit Lead Measures

Day 5: Practising the Execution Scorecard

- Strategy Cascade Simulation — Applying the X-Matrix in a Retail Case
- Performance Review Role Play — Testing Accountability Talks in a Utilities Case
- Bottleneck Clinic — Using TOC Logic on Participants' Own Team Data
- Rhythm Design Peer Review — Checking Huddle and Review Calendars
- Team Execution Scorecard — Completing KPI Tree, Measures and Review Rhythm

Applying Results-Driven Team Execution After the Course

- Build a KPI tree for the team's most important target and agree two lead measures with the team.
- Start a fifteen-minute weekly execution huddle and keep an action log for the following month.

Results-Driven Team Execution Questions FAQ

What is Results-Driven Team Execution and why does it matter now?

Results-Driven Team Execution is the practice of linking strategy to a few team measures and running routines that keep them moving. It matters now because planning cycles are shorter and leaders expect early proof that strategy is landing.

Which roles gain most from Results-Driven Team Execution training?

Managers accountable for targets, department heads, operations and sales leads, planning analysts and service leads gain most, with cases drawn from retail and utilities.

How does Results-Driven Team Execution differ from a strategic planning course?

Results-Driven Team Execution starts where the plan ends, focusing on measures, review rhythms and accountability at team level. A strategic planning course centres on setting direction and choices; this course makes those choices happen week by week.

What do you bring back from Results-Driven Team Execution training?

You bring back a KPI tree, chosen lead and lag measures, a weekly huddle format, an action log, accountability conversation guides and a team execution scorecard.

Results-Driven Team Execution: The Way Forward

The Team Execution Scorecard first informs which measures a manager reviews at the next weekly huddle. Managers use it to run reviews, team members see their own lead measures on it, and senior leaders read it for early signals. After the first quarter, revisit the lead measures, since some will prove poor predictors and deserve replacing.