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COURSE BROCHURE

Advanced Chief Strategy Officer Training Course

9 – 20 August 2027
Dar es Salaam

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Registered in the United Kingdom and Saudi Arabia

Advanced Chief Strategy Officer Training Course

Ref: 257_8201 **Date:** 9 – 20 August 2027 **Location:** Dar es Salaam **Fees:** 9500 GBP

Advanced Chief Strategy Officer is a 2-week training course for chief strategy officers, strategy directors and heads of transformation offices who shape corporate direction, and it produces a strategy cascade and transformation roadmap. Faster market shifts and investor pressure mean strategy now has to be reset quarterly rather than every five years. Jupiter Prime Training runs this course for strategy leaders who connect executive choices with measurable execution.

Why Chief Strategy Officer Matters Now

Boards and investors now expect a strategy that adapts to technology shifts, energy transition and new competitors within months, not one fixed in a five-year document. Chief executives want a strategy office that frames choices, not one that compiles plans from every department. A chief strategy officer who links portfolio decisions, scenarios and a disciplined cascade lets capital flow to what matters and stops pet projects early; one who cannot sees initiatives multiply, budgets spread thin and the transformation stall. The course rests on established strategic management practice, scenario planning methods and objective and key result pairs, all described in general terms.

Who Gains Most from Chief Strategy Officer

- Leaders who frame strategic choices for the chief executive and board
- Directors who run the annual strategy and planning cycle
- Heads of transformation offices who track initiatives and benefits
- Executives who prepare portfolio, acquisition and divestment recommendations
- Strategy leaders who design strategic KPIs and quarterly reviews

A corporate strategy function and its transformation office gain most when they attend together and leave with one cascade and one review rhythm.

Chief Strategy Officer Capabilities

Participants leave able to turn executive debate into a small set of choices the organisation can fund, measure and revisit.

- Design mutually exclusive strategic options with clear trade-offs — the chief executive choosing direction
- Weigh portfolio and capital allocation decisions — the board approving investment and exits
- Build scenarios with signposts and trigger points — executives deciding when to change course
- Build a strategy cascade with initiative charters — business unit heads who must execute
- Specify a strategic KPI tree and quarterly review format — the executive team tracking progress

- Design a transformation office and benefits ledger — sponsors accountable for delivered value

Key Chief Strategy Officer Terms

- Strategy cascade — the chain linking corporate choices to business unit objectives, initiatives and measures so every level funds the same priorities.
- Portfolio matrix — a grid placing business units by attractiveness and position to guide grow, fix, harvest or exit decisions.
- Scenario planning — building several plausible futures around critical uncertainties to test which strategic moves hold up in each.
- Signpost — an observable indicator that shows a particular scenario is unfolding and a pre-agreed response should start.
- Transformation office — a small central unit that coordinates strategic initiatives, tracks benefits and escalates blockers to executives.
- Benefits realisation ledger — a record comparing promised and delivered value for each initiative, owned by its sponsor.

Chief Strategy Officer Day by Day

Day 1: The Chief Strategy Officer Mandate

- CSO Mandate Options — Architect, Integrator, Transformation Lead or Adviser
- Strategy Office Positioning — Reporting to the Chief Executive or the Board
- Strategic Calendar Ownership — Planning Cycle, Board Retreats and Reviews
- Sector Contrasts — Utilities, Telecoms, Healthcare and Public Agencies
- First Hundred Days Diagnostic — Where Strategy Breaks Down Today

Day 2: Reading the External Landscape

- Trend Radar — Technology, Demographic and Policy Signals Worth Tracking
- Industry Profit Pool Mapping — Where Value Is Migrating
- Competitor Move Analysis — Anticipating Rivals' Next Investments
- Customer Shift Evidence — Segments Growing, Shrinking or Switching
- Weak Signal Logs — Capturing Early Disruption Before It Is Obvious

Day 3: Formulating Strategic Choices

- Arena and Advantage Choices — Framing Mutually Exclusive Options
- Strategic Option Appraisal — Value, Feasibility and Reversibility
- Capability Gap Assessment — What the Organisation Must Build or Buy
- Strategy on a Page — Ambition, Choices and Enabling Moves
- Stress-Testing Choices With the Executive Team — Surfacing Hidden Disagreement

Day 4: Portfolio Decisions and Capital Allocation

- Business Portfolio Matrix — Grow, Fix, Harvest or Exit Decisions
- Capital Allocation Rules — Hurdle Rates, Stage Gates and Reallocation Triggers
- Mergers, Acquisitions and Partnerships Screens — Strategic Fit Before Price
- Divestment Readiness — Separating Units Without Losing Value
- Portfolio Review Pack — Presenting Trade-Offs to the Board

Day 5: Scenario Planning and Strategic Risk

- Scenario Building Method — Critical Uncertainties and Plausible Futures
- Scenario Implications Grid — Robust Moves Versus Contingent Bets
- Signposts and Trigger Points — When to Switch Strategic Course
- Strategic Risk Appetite Statements — Limits the Board Will Accept
- War-Gaming Sessions — Rehearsing Responses to Competitor and Market Shocks

Day 6: The Strategy Cascade

- Strategy Cascade Architecture — Corporate, Business Unit and Function Levels
- Objective and Key Result Pairs — Translating Choices Into Measurable Aims
- Strategic Initiative Charters — Scope, Sponsor, Budget Envelope and Milestones
- Annual Operating Plan Linkage — Funding Only What the Strategy Needs
- Cascade Consistency Checks — Removing Orphan Projects and Duplicates

Day 7: Strategic KPIs and Performance Dialogue

- Strategic KPI Tree — Lead and Lag Indicators per Objective
- Target Setting Logic — Stretch, Baseline and Benchmark Choices
- Quarterly Strategy Review Format — Decisions, Not Status Updates
- Performance Dashboards for Executives — Signal Over Noise
- Course Correction Protocol — Reprioritising Initiatives Mid-Year

Day 8: Designing the Transformation Office

- Transformation Office Operating Model — Roles, Cadence and Decision Rights
- Initiative Portfolio Tracking — Benefits, Risks and Interdependencies
- Benefits Realisation Ledger — Proving Value Delivered, Not Activity
- Change Readiness Pulse — Measuring Adoption Across Business Units
- Transformation Office Exit Plan — Handing Ownership Back to the Line

Day 9: Executive Alignment and Influence

- Executive Alignment Session Design — Agreeing Trade-Offs Openly
- Board Strategy Retreat Facilitation — Agenda, Pre-Reads and Outputs
- Strategy Narrative — One Story for Staff, Investors and Partners
- Influencing Without Line Authority — Coalitions Across the C-Suite
- Managing Strategic Conflict — Resolving Turf Disputes Between Units

Day 10: Practising the Strategy Cascade and Transformation Roadmap

- Choice Cascade Drafting From a Live Case — Peer Challenge
- Scenario-Tested Portfolio Recommendation — Board Simulation
- Strategic KPI Tree and Review Calendar — Final Calibration
- Transformation Office Charter — Roles, Cadence and Benefits Ledger
- Strategy Cascade and Transformation Roadmap — Quarterly Review Version Finalised

Applying Chief Strategy Officer After the Course

- Run a quarterly strategy review in the new format, ending with decisions on which initiatives to accelerate or stop.
- Rebuild the initiative portfolio as a cascade and close at least one orphan project that serves no strategic choice.

Chief Strategy Officer Questions FAQ

What does an advanced chief strategy officer do and why does the role matter now?

An advanced chief strategy officer frames the organisation's big choices, links them to capital and initiatives, and keeps execution on course. The role matters now because markets, technology and investor expectations shift faster than annual plans, so strategy must be reviewed and reset continuously.

Which roles gain most from advanced chief strategy officer training?

Chief strategy officers, strategy directors and heads of transformation offices gain most, along with senior planners stepping into those posts. Utilities, telecoms, healthcare groups and public agencies all face the same need to cascade choices and track benefits.

How does advanced chief strategy officer training differ from a strategic planning course?

It focuses on the leadership role rather than planning templates. Strategic planning courses teach plan formats; chief strategy officer training covers portfolio choices, scenarios, transformation office design and influencing the executive team and board.

What do you bring back from advanced chief strategy officer training?

You bring back a strategy cascade and transformation roadmap built on a real case, with initiative charters, a strategic KPI tree and a quarterly review calendar your executive team can adopt.

Chief Strategy Officer: The Way Forward

The strategy cascade and transformation roadmap sets out corporate choices, business unit objectives, funded initiatives, KPIs and a quarterly review rhythm. Its first use is deciding which current initiatives continue and which stop. The chief executive, business unit heads and the transformation office work from it, and it is worth revisiting after the first quarterly review to test whether the signposts were the right ones.