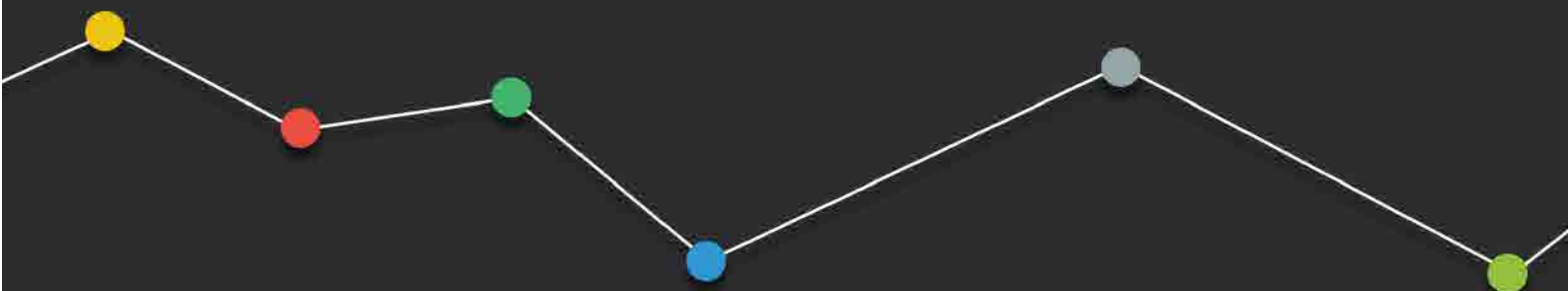




AUC
PARTNER IN TRANSFORMATION

MEASURE STRATEGIC METRICS AND KPIs



Why You Need to Attend:

This workshop is for senior management of an organization, who are responsible to define and measure organization success through metrics and KPIs. Metrics and KPI workshop is a blend of face-2-face and online learning experience. It will guide participants to link their vision, mission and strategy with metrics and KPIs. Unlike traditional definition based and/or international case studies base events, workshop will provide a checklist for designing and measuring their metrics and KPIs.

How You will be Engaged:

STEP 1

Watch the preworkshop video.
List your Metrics and KPIs for previous year and current year.

STEP 2

Attend the workshop (i.e. Face-2-Face, Online, and/or On Demand). Compare your prework with workshop work.

STEP 3

Review the checklist.
Align your metrics and KPIs indicators.
Measure your indicators and forecast trend.

STEP 4

Measure your success against the given criteria.
Share your experience with AUC.

What You will Gain:

- Differentiation of Lagging and Leading Indicators with Examples
- Alignment of Indicators with Vision, Mission, and Strategy
- Value Proposition indicators with Customer Empathy
- Operational Assessment with Capability and Capacity Assessment
- Organization Readiness with Innovation Measures

Why with AUC:

- We are in a Business of Transformation
- We Teach What We Do
- We Provide Global Knowledge with Local Contexts
- We Prioritize Context Over Content
- We Will Challenge Your Assumptions
- We Will Create an Experiential Learning Environment
- We Will Make You See Things Differently
- We Will Provide You Tools for Implementation
- We Will Provide You Criteria to Measure Your Success
- Our Success Depends on Your Success

WORKSHOP AGENDA

SESSION 1 - TIMINGS: 9 AM – 10:30 AM

Metrics and KPIs

This session will cover

- Metrics Dimensions
- Lagging versus Leading Indicators
- Exercise: Leading Indicators

This session will help participants to understand metrics dimensions and differentiate lagging versus leading indicators.

SESSION 2 - TIMINGS: 11:00 AM – 12:00 NOON

Strategic Measures

This session will cover

- Vision, Mission, Strategy
- Balance Scorecard Targets
- Exercise: Strategic Measures

This session will help participants to translate their organization vision, mission and strategy into performance targets and measures.

SESSION 3 - TIMINGS: 12:00 NOON – 01:00 PM

Customer Measures

This session will cover

- Competitive Value Proposition
- Customer Benefits
- Exercise: Customer Measures

This session will guide participants to review their competitive strategy and measure the value of products and services towards customer satisfaction.

SESSION 4 - TIMINGS: 02:00 PM – 03:30 PM

Operational Measures

This session will cover

- Capacity and Capability alignment
- People, Process, and Technology
- Exercise: Operational Measures

This session will provide tools to assess the organization readiness towards achieving strategic objectives. Participants will be guided to create operational measures.

SESSION 5 - TIMINGS: 04 PM – 05:00 PM

Innovation Measures

This session will cover

- Profit, Growth, and Control
- Creative Tension
- Exercise: Innovation Measures

This session will guide participants to review their organization priorities and how they are helping and hurting them for their growth.

TRAINER PROFILE



Lead Trainer and Mentor

Asad Ullah Chaudhry

PgMP, PMP®, ACP,

Scrum Master, Project+

Alumni - University of Oxford

Asad Ullah Chaudhry, an Oxford graduate, Masters from Stanford University, and a long term PgMP®, PMP®, and ACP® practitioner.

He currently runs a project-focused consultancy and training company, AUC (Pvt.) Ltd; an innova-

tive company: coaching more than a score of organizations. He has also trained more than 10,000 project management professionals.

Asad possesses diversified experience in Strategic Management, Design Thinking, Portfolio Management, Change Management, Information Technology, Business Process Redesign, and Supply Chain Management. He has a particular and cherished association with strategy execution through project management.

Asad is working with organizations to align strategies with initiatives, Portfolio Management, Project and Program Management Office (PMO) Setup, Technology Evaluation, and Project Implementations. He has successfully worked on many initiatives, including: Setting up Portfolio Management Office in Pakistan Air Force, Implementing Project Management Office in Meezan Bank, ERP Project Implementation for Burque Corporation, ERP Project Planning and PMO Setup for Pakistan Army, Core Banking Project Implementation and PMO Setup for National Bank of Pakistan, PMO Setup for Jaffer Brothers, PMO setup for Kalsoft, and PMO Setup for Emmaculate.

As a facilitator, he has more than 300 international events, to his credit, in four continents, the Americas, Europe, Africa and Asia. He uses an innovative corporate case study based approach to transform organizational projects.

Globally, he has contributed to PMI's Standard for Portfolio Management and PMO Awareness, - which led to him being selected as one of the 25 global leaders for "Masters in Leadership Program".



For Registration:

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