



Balanced Scorecard Professional (BSP) Certification Boot Camp

Course Price ₦1,320,000*

This course combines the material in the BSP Certification Part 1: Introduction to the Balanced Scorecard and the BSP Certification Part 2: Advanced Balanced Scorecard courses into a single, 5-day course. Beginning with the foundational Nine-Step process and then continuing into the real life nuances and complications addressed in the Advanced course, this course covers the entire range of balanced scorecard topics - strategic planning, objectives and strategy mapping, performance measures and target setting, strategic initiative prioritization, automation, cascading, and strategic management, change management and communications planning. The course covers scorecard development in business, government, and non-profit organizations.



Certification is awarded jointly by The George Washington University College of Professional Studies and Balanced Scorecard Institute, USA.

**Price includes access to the BSP online exam and certification fee. Group and early bird discounts available; please contact us for details.*

Course Overview

This course combines the Institute's *Introduction to the Balanced Scorecard* and *Advanced Balanced Scorecard* into a fast-paced five-day course. The Institute's *Nine Steps to Success™* framework is the basis of the course, where the emphasis is on shared participant experiences, lessons learned, and best practices. Small-group exercises are used for each step in the framework to reinforce the lectures, and participants are encouraged to bring their organization's strategic planning material to share with the class and receive instructor feedback offline as time permits.

Topics covered by the course include:

- Basic concepts of the balanced scorecard and how it can be used to improve organization performance
- How the balanced scorecard applies to different types of organizations
- How to build and implement a balanced scorecard using the Institute's award-winning nine-step methodology
- How to develop meaningful performance measures and targets
- How a system can drive a performance-informed budget and accountability
- How to get performance information throughout the organization to better inform decision making through scorecard automation
- How to cascade the scorecard to all levels of an organization
- How to design and implement a scorecard where other frameworks have already been introduced
- How to revise poorly designed scorecard elements
- How to overcome obstacles and real world challenges
- How to evaluate planning documents and processes

Who Should Attend

This course is recommended for executives, managers, planners and analysts who are part of a balanced scorecard development team and/or are seeking the best practical ideas for improving organizational performance.

Course Benefits

- Participants will understand key concepts of the balanced scorecard, and why it is gaining so much attention in corporate, nonprofit, and governmental organizations.
- Participants will learn a systematic, practical nine-step methodology for building and implementing the balanced scorecard, based on the Institute's international balanced scorecard consulting experience.
- Participants will receive a *Performance Scorecard Toolkit™* with worksheets for each step of the methodology, Institute's newly published book, *The Institute Way*, and a CD with course and reference materials.

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Hands-On Training

Through case studies and a series of interactive small-group workshops, participants will apply the balanced scorecard concepts to meet the challenges facing a typical organization. Exercises performed throughout this course include:

- Launching a BSC program and establishing work teams
- Incorporating communications planning and change management into the scorecard development process
- Use an organizational assessment to set vision, mission, and strategy
- Understand who your customers and stakeholders are and what they need from your organization
- Develop an organization's strategic themes, strategic results, and perspectives
- Develop and refine strategic objectives and strategy maps
- Develop and refine performance measures and targets, aligned to strategy
- Develop & prioritize new initiatives to execute strategy
- Sustain the scorecard with a Strategy Management Office
- Define enterprise performance information requirements and select software

Course Learning Objectives

Building a Balanced Scorecard System

Topics: the evolution of measurement and strategic management systems; the history of the balanced scorecard; reasons for adopting a balanced scorecard system; the Institute's Nine Steps to Success™ framework; the six steps needed to build a scorecard system and the three steps needed to implement these systems; how to contribute and lead a balanced scorecard team; scorecard system components and how each component contributes to a management system.

Implementing a Balanced Scorecard

Topics: how to implement a scorecard system; how to automate the scorecard system; how to cascade the scorecard system to business and support units, and to teams and individuals; how to evaluate the management system; how to use scorecard information to improve performance.

BSP Certification Boot Camp 2017 Schedule

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|-----------------------------|---------------------------|----------------------------|
| 20 – 24 March, Lagos | 3 - 7 July, Lagos | 7 – 11 Aug, Abuja |
| 11 – 15 Sept, Lagos | 23 – 27 Oct, Accra | 20 – 24 Nov, Banjul |

Registration

For online registration, please visit our website, or call or email us at admin@balancedscorecardwa.org



Here are what some of Balanced Scorecard West Africa BSC training/workshopparticipants had to say about their experience:

“Progress is impossible without balanced scorecard”

- *Rotimi Adebisi, Principal Manager, Industrial and General Insurance (IGI) Plc, Lagos, Nigeria*

“The Balanced Scorecard training from Balanced Scorecard west Africa remains the best training I have ever had”

- *Simon Elisha, HRG, VDT Communications Ltd, Lagos, Nigeria*

“Excellent tool to combine strategic planning and performance management”

- *Best Doroh, Head - Strategy, Afreximbank, Cairo, Egypt*

“No better way to execute strategy than using the balanced scorecard!”

- *A participant at the 2015 March bootcamp*



About the Instructors



Kayode Sufianu,

BSc, MSc, BSMP

**Chief Executive Officer
Balanced Scorecard
West Africa**

Mr. Kayode Sufianu is founder/Chief Executive and Lead Consultant of Rosequeen Consulting/Balanced Scorecard West Africa with over 12 years CEO level experience and total of 32 years work and consulting experience. He is a Senior Associate of Balanced Scorecard Institute, a certified Balanced Scorecard Master Professional (BSMP), certified PuMP Consultant, certified Prosci Change Management Professional and certified Strategy Execution Master Class Professional. His principal training and consulting interests include strategy, performance management and change management.

Mr. Sufianu has facilitated, as lead instructor, public and in-house balanced scorecard professional certification courses in West and Southern Africa, and led customized performance management workshops for many organizations, including Union Assurance, Wema Bank, Transport Services Limited (TSL), NahcoAviance, Petroleum Products Pricing & Regulatory Agency and Securities & Exchange Commission, Central Bank of Nigeria, Nigerian Communications Commission (NCC), Afreximbank among many others.

His recent key consulting assignments included leading the review, implementation and automation of balanced scorecard strategic management system of Nigerian Communications Commission (NCC), development of balanced scorecard system for JNC International, Union Assurance, TSL and the biggest newspaper publishing house in Ghana, Graphic Communications Group.

He is currently the Engagement Lead for the development and deployment of balanced scorecard system for African Export-Import Bank, Cairo, Egypt.



William Sam

BSc, BSMP

**Director, Technologies
Balanced Scorecard
West Africa**

Mr. William Sam is Director, Technologies of Balanced Scorecard West Africa and Senior Associate of the Balanced Scorecard Institute, with over 15 years training and consulting experience in strategy and balanced scorecard implementation and automation. He is a certified Balanced Scorecard Master Professional.

Apart from training balanced scorecard practitioners, he has assisted many organizations design simple balanced scorecard software, in particular, to facilitate the automation of cascaded tier 3 individual scorecards. He was the Project Manager for day-to-day implementation of NCC balanced scorecard system automation at all the organizational levels – the enterprise, Tier 1, departments, Tier 2 and individuals, Tier 3.

He currently serves as the Project Manager for NCC Baseline Survey assignment to identify and develop baseline data for all Tiers 1 and 2 measures and assisting in populating the Commission's QuickScore Performance Information system

William continues to provide hands holding support for clients in Ghana and Nigeria in bringing their balanced scorecard systems to life.