



PROCESS-ORIENTED STRATEGIC MANAGEMENT SYSTEM UPGRADE

This document outlines the initiatives aimed at enhancing the company's operations by adopting a process-based approach to long-term development management. These initiatives also involve establishing regular processes for strategic analysis, development, and monitoring of strategy implementation

This presentation is valuable for internal meetings focused on the company's strategic development and management system enhancement

<https://strategium.space/>

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Foreword by Deem Rytsev

Greetings!

In a constantly changing world, timely and effective responses to new challenges are crucial for maintaining long-term competitiveness, regardless of an organization's size.

As the concept of dynamic capabilities proves, the economic success of enterprises depends largely on the quality of their management systems.

Minor issues in the management system can lead to significant delays that are challenging to compensate for, especially in the face of rapid technological advancements.

To ensure long-term success and competitiveness, companies must prioritize not only developing a comprehensive strategy, but also analyzing and improving the quality of their strategic management system.

By adopting this approach, the company can establish a robust management system that enables quick adaptation and adjustment of the strategic plan to any market shifts, ensuring that development is continuous and uninterrupted.

Developing a quality strategy for an enterprise cannot be achieved through a one-time exercise alone.

Developing a quality strategy is not a one-time exercise, but rather a continuous, iterative process that involves strategic analysis, goal setting, strategy implementation, and parallel adaptation of enterprise systems and structures. This process can provide a sustainable competitive advantage in today's economy.

To lay the foundation for a successful strategy, the first step is to conduct a comprehensive analysis of the management system. This will reveal the bottlenecks and shortcomings that need to be addressed to improve existing management practices. The insights gained from the analysis will help create a strategy that is effective and sustainable, providing a roadmap for the future development of the organization.

Our methodology enables your team to independently run and implement the proposed projects below. This approach is cost-effective and increases budget flexibility.

Regards,
Deem Rytsev
Founder of [Strategium.Space](https://strategium.space) and [NooSphereum.Org](https://noosphereum.org)



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PROJECT PROPOSAL PREREQUISITES

Management quality shapes strategic decision-making and enterprise competitiveness

Consider management system bottlenecks to increase goal achievement likelihood.

The development and implementation of strategy is the most important tasks of the strategic management system

The process-oriented approach enables organizations to embed goal achievement into their DNA



PROPOSED PROJECTS

1. Express Analysis of Strategic Management System and Risk Assessment for Sustainable Competitiveness



2. Online Workshop Series: Designing a Robust Development Strategy for Your Team with Multi-Level Methodological Guidance



3. Process-Oriented Strategic Management System Implementation* (embedding strategy development processes into the regulatory framework of the enterprise)



MODERNIZING THE STRATEGIC MANAGEMENT SYSTEM: KEY PROGRAM COMPONENTS



The Management System Modernization Program includes a full cycle of projects to enhance long-term competitiveness.

The program includes workshops adapted for internal teams to perform the planned work themselves.

Remote support for the project team can be arranged, if necessary, to provide quality results and feedback.

If there are any restrictions related to the confidentiality of activities, the project team can follow our methodologies and detailed instructions to perform the work independently.



Express Audit of Strategic Management System

Our method enables you to conduct a comprehensive audit of your strategic management system independently, evaluating it against 20 key criteria.

This audit will help you identify potential risks to your company's long-term competitiveness, specifically those related to the quality of your management practices. [Read more](#)



Crafting a Company Development Strategy

A strategy can be developed independently with the help of a dedicated workshop.

Our online workshop contains detailed plans, instructions templates and examples to assist you in conducting strategy sessions and developing a full-fledged strategy. [Read more](#)



Strategic Management System Implementation

Our online workshop provides a methodology and regulations for process-oriented strategic management, allowing for independent implementation.

This includes the creation of a regulatory framework for the development and implementation of the strategy. [Read more](#)



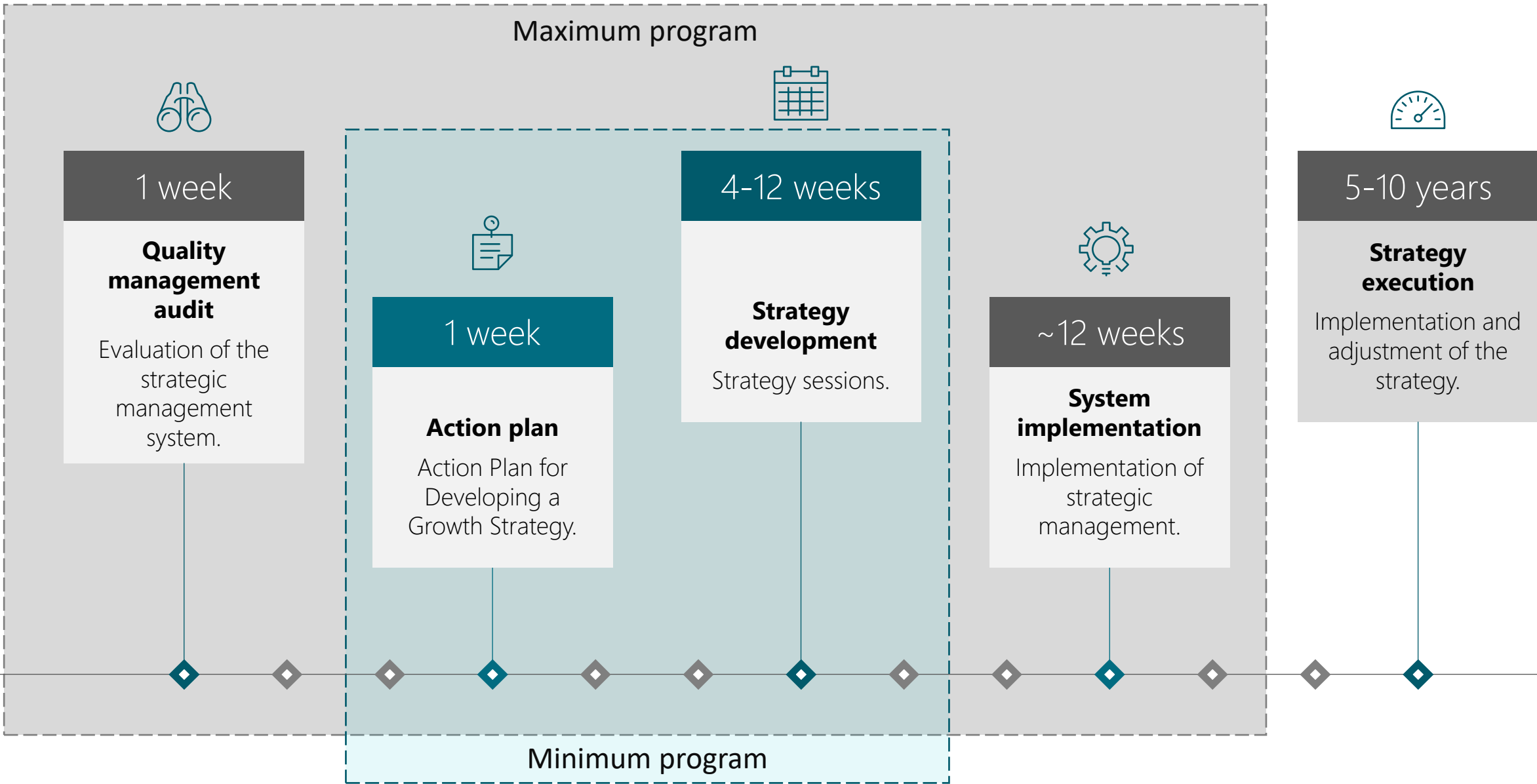
Optional Remote Consulting Support for Online Workshops

Our online workshops are designed to be completed at your own pace and tailored to your specific goals.

However, if needed, we offer optional remote consulting support to ensure the quality of your results. [Read more](#)

EACH PROJECT CAN BE COMPLETED BY THE COMPANY ALONE!

PROJECT SCOPE AND WORK OPTIONS





Putting it into practice

We develop practical management tools and methodologies that draw on the latest scientific research in the field of strategic theory, with the ultimate goal of assisting companies in creating and sustaining a competitive advantage that is both unique and difficult for competitors to imitate.

We assist in developing and implementing development strategies and aligning company operations accordingly



World practice

Companies that have long been global leaders achieve strategic compliance through sophisticated and customized management approaches. Our approach makes it easy to achieve strategic unity with tools proven in practice.



Strategic alignment

While many companies aim to achieve strategic focus, only a small percentage of them are able to maintain it in the long term. Our proven management approaches and tools create a cohesive system that embeds strategic focus into the very DNA of the organization, helping companies maintain their competitive advantage over time.



Companies with Similar Strategic Management Approaches

Organizations invest significant resources in enhancing their management practices to attain long-term success. The winners of the BSC Collaborative's 2000-2010 rankings, who demonstrated the successful implementation of Norton and Kaplan's strategic management system, remain the leaders in their respective industries. Our solutions build on these approaches and offer further enhancements.



WE CREATE MANAGEMENT SYSTEMS FOR GLOBAL LEADERS OF THE FUTURE

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A brief description of the approaches used, fragments of the results of some projects

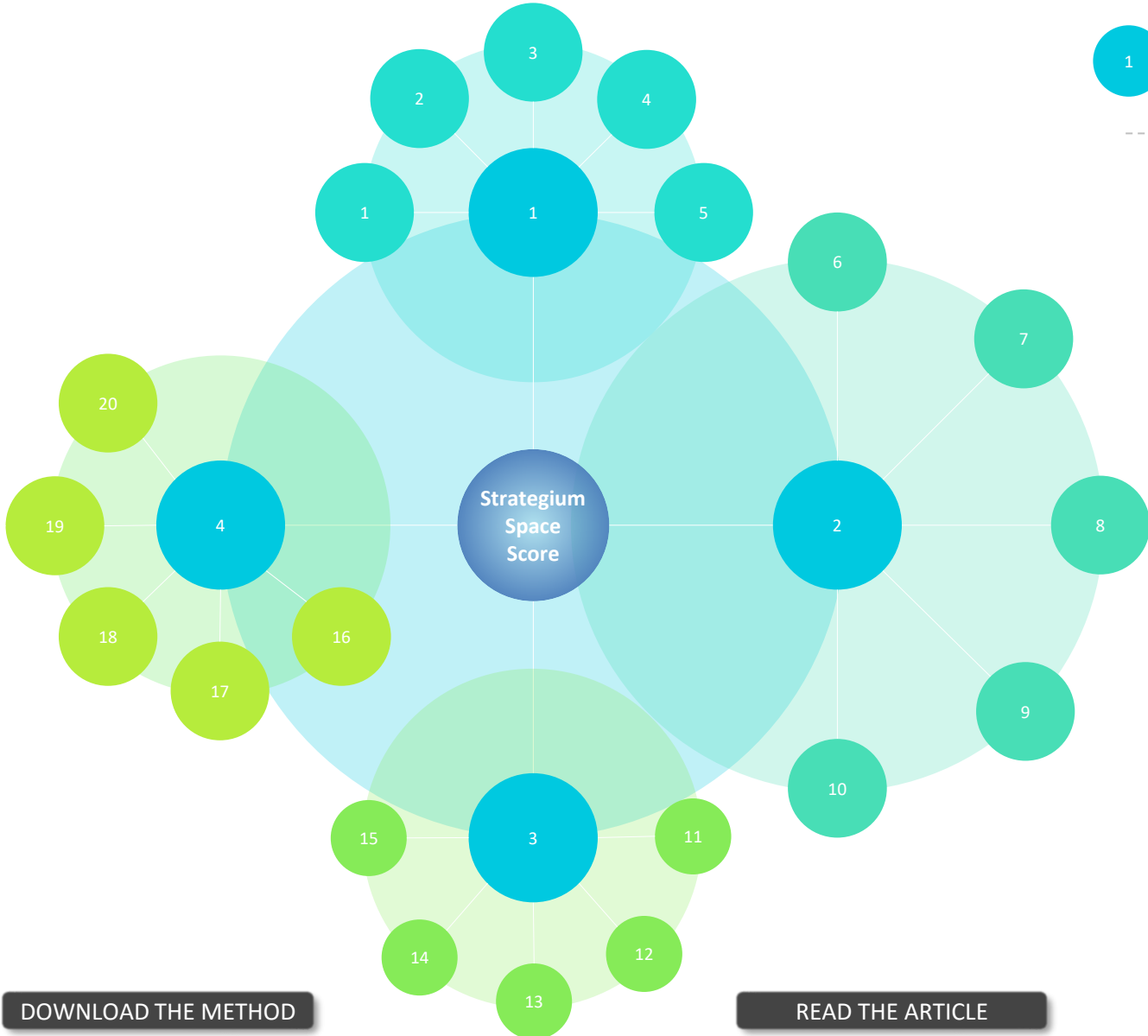


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Terminology and Definitions in the Proposal

OUR METHOD PROVIDES AN EVALUATION OF THE STRATEGIC MANAGEMENT SYSTEM BASED ON 20 CRITERIA IN 4 AREAS



- 1 Strategic Dialogue
 - 2 Strategy execution
 - 3 Strategic Routines
 - 4 Content of the strategy
-
- 1 Starting the strategic process
 - 2 Internal Consensus
 - 3 Strategic communications
 - 4 Balance of control horizons
 - 5 Transformation speed
-
- 6 Management methodology
 - 7 Allocation of Responsibility
 - 8 Targeted management process
 - 9 Information Systems
 - 10 Organizational coverage
-
- 11 Analytical information
 - 12 Business model
 - 13 Process Model
 - 14 Strategic goals
 - 15 Strategic initiatives
-
- 16 Adapting the control system
 - 17 Cascading strategy
 - 18 Strategy Execution Monitoring
 - 19 Project management
 - 20 Intellectual capital

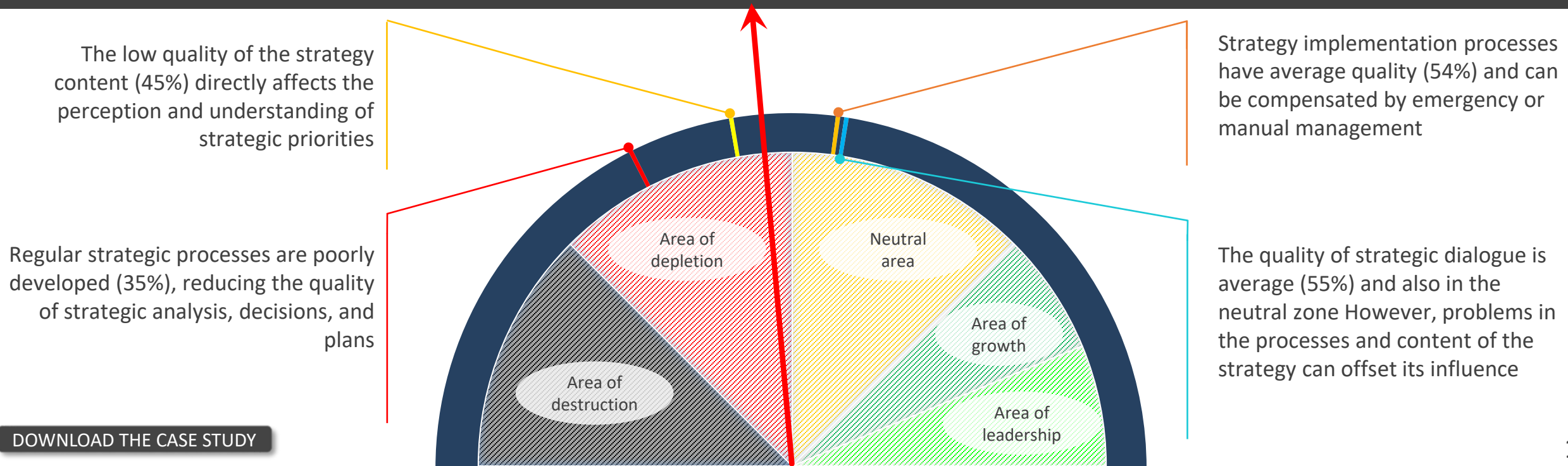
[DOWNLOAD THE METHOD](#)

[READ THE ARTICLE](#)

AN EXAMPLE OF THE RESULTS OF A QUICK AUDIT: AN OVERALL ASSESSMENT OF THE STRATEGIC MANAGEMENT SYSTEM

UNSATISFACTORY LEVEL OF STRATEGIC MANAGEMENT (47%)

- The current level of management quality is inadequate for systematic and effective long-term development and strategic adaptation of the enterprise
- The enterprise's management system can react to market changes in a timely manner, but the implementation of strategic decisions is only at an average level in terms of quality and effectiveness.
- In the pursuit of maintaining long-term competitiveness, strategic management processes are often replaced with operational responses to internal and external issues.



ASSESSMENT OF STRATEGIC MANAGEMENT SYSTEM: A DETAILED ANALYSIS THROUGH EXPRESS AUDIT

Analyzing 20 Key Factors for Long-Term Competitiveness: A Case Study

- Rating of long-term competitiveness based on analysis of 20 key factors using a 0 to 5 scale
- Identification of imbalances in the control system
- Identification of control system imbalances and gaps between current and target states
- Prioritization of key factors and establishment of target state for strategic management system
- Initiation of modernization projects to enhance strategic management system



FRAGMENT OF THE MANAGEMENT SYSTEM AUDIT REPORT:

SECTION 2. STRATEGIC PROCESSES (ROUTINES)



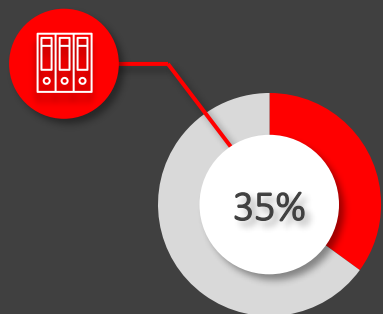
Strategic routines are established processes in the management practice of the company, associated with the development of strategy

ANALYSIS AND CONCLUSIONS OF THE SURVEY RESULTS

29%	Методология страт планирования	Having a strategic management methodology that is tailored to the company's needs and specifics increases the reliability of information and improves the quality of strategic analysis and planning by reducing dependence on the skills of individual employees and other factors.
65%	Ответственность за этапы	Clearly defining the stages of strategic analysis and planning as well as assigning responsibility for each stage enhances the quality of strategic process across different departments. However, this responsibility can only be effective if the stages themselves are clearly defined
21%	Регламенты страт планирования	and the relevant internal regulations specify the sequence of these stages and who is responsible for their implementation. The informal assignment of responsibility for the stages of strategy development reduces the contribution of this factor to the quality of management.
40%	Использование ИТ систем	The use of information systems for collecting, storing, and sharing strategic information enhances the relevance of data, speeds up analysis, and facilitates information exchange among management levels. The importance of IT systems decreases when there is a lack of data to feed into them, making it difficult for them to provide useful insights or support decision-making processes.
17%	Охват уровней управления	A low level of management involvement in the strategic process decreases the likelihood of achieving goals. A strategy developed under such circumstances may overlook important limitations and opportunities that are familiar to lower-level managers and employees.

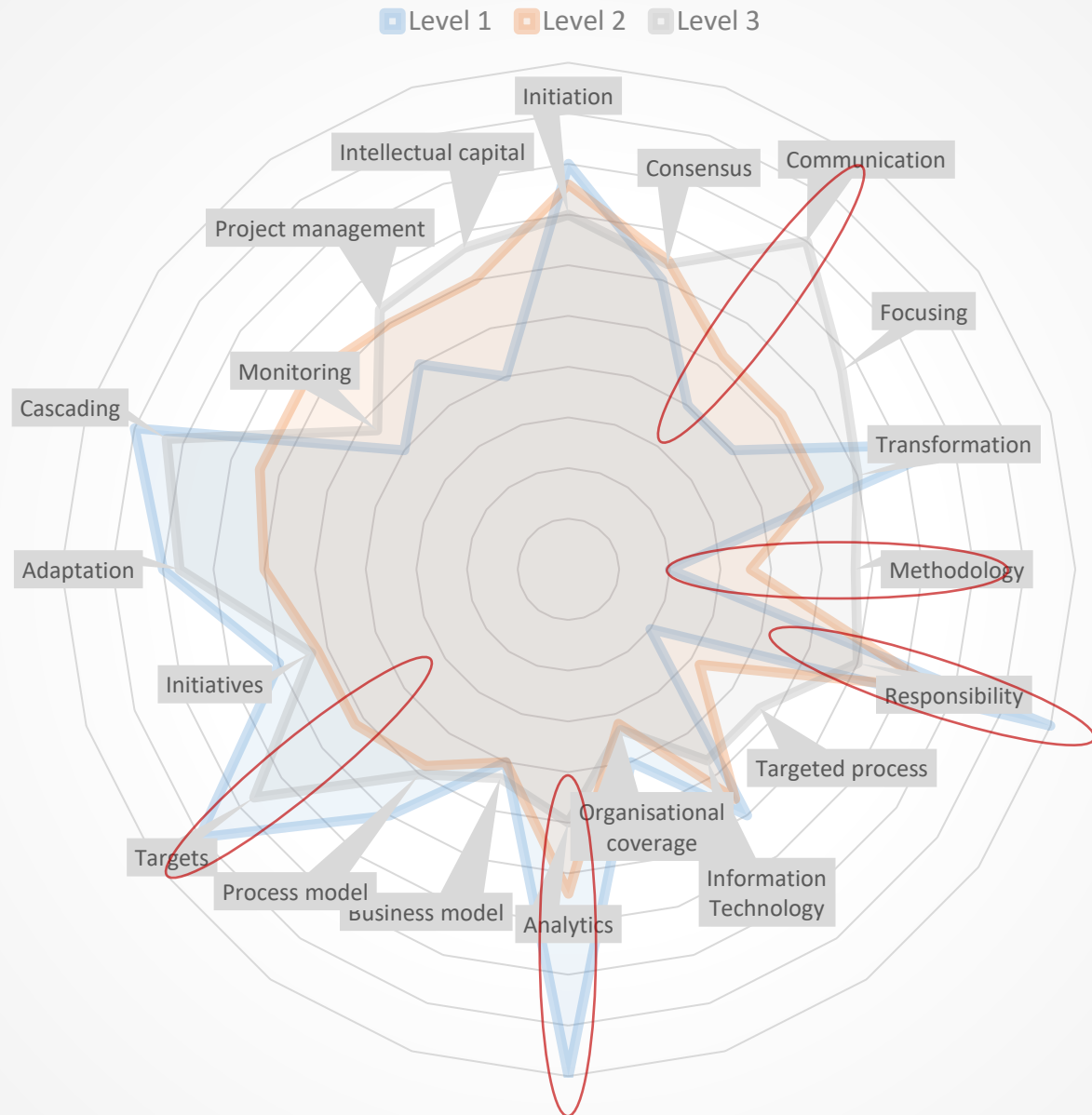
THE QUALITY OF STRATEGIC PROCESSES IS LOW

- The absence of instructions (methodologies and regulations) creates problems in working out the goals set by shareholders and creating operational plans to achieve them. Insufficient competencies and time constraints make it impossible to develop strategies and cascade them down to lower levels of management.
- Strategic plans and projects require constant and increased managerial attention from initiators and senior management to be implemented, as they risk getting buried in departmental tasks.



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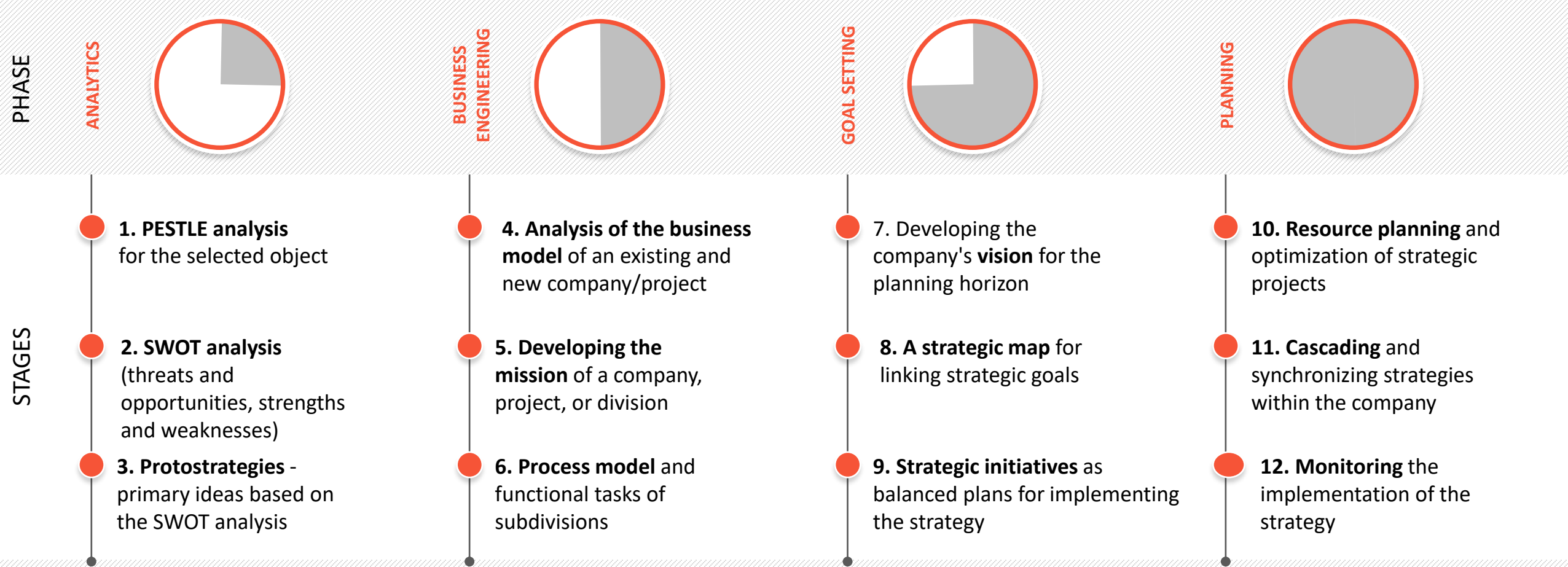
FRAGMENT OF THE MANAGEMENT SYSTEM AUDIT REPORT: RESPONSE VARIANCE AND LEVELS OF MANAGEMENT



- There is significant dispersion in the questionnaire results for certain areas of assessment, indicating significant discrepancies in the understanding of certain aspects of strategic management among different levels of management
- Areas where senior management (shareholders and managing director) significantly overestimate compared to other levels of management (analytics, strategy transformation, responsibility and goals) require particular attention
- The opposite situation also needs attention, such as the varying understanding of the quality of communication, with the third level of management being most satisfied, while the first and second levels do not rate this area highly.

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A STRUCTURED APPROACH TO STRATEGY DEVELOPMENT ENSURES RESULTS ACROSS ALL SKILL LEVELS

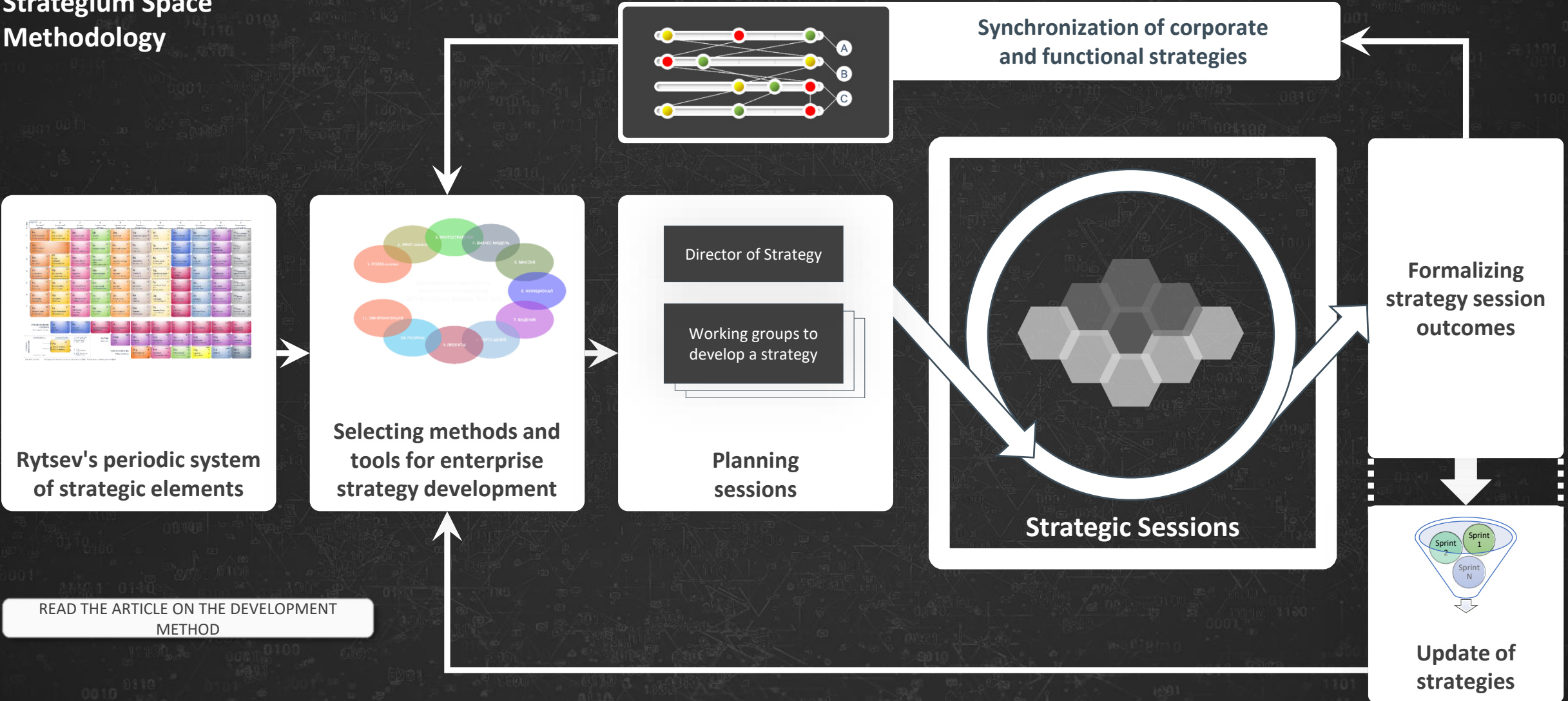


A detailed methodology allows for effective goal-setting and strategy development at each stage of the process.

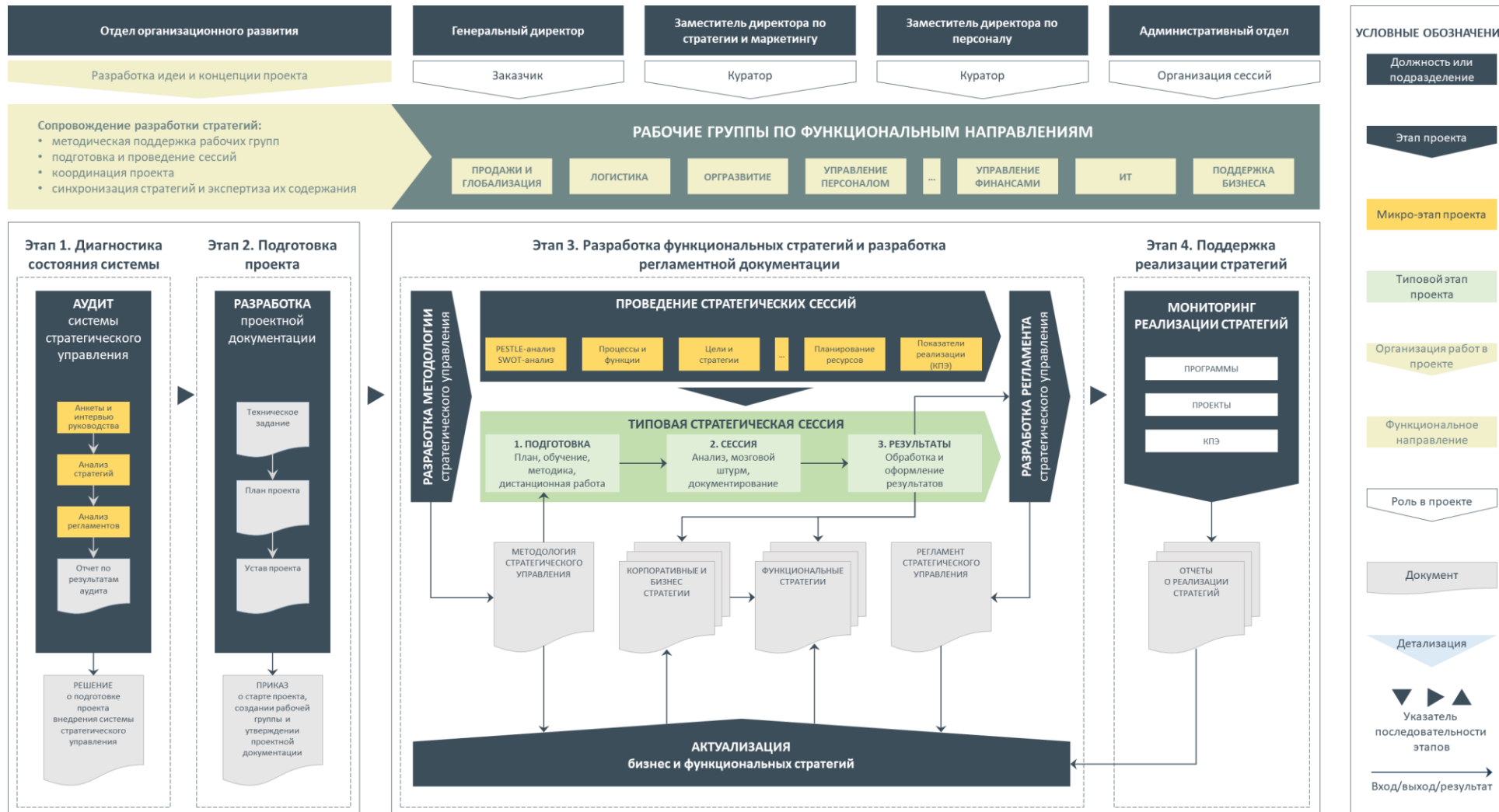
Each microstage forms a critical component of the overall strategy, and can be carried out sequentially to facilitate analysis, design, and adjustment while maintaining strategic relevance.

FLEXIBLE STRATEGY DEVELOPMENT METHOD FOR ADAPTATION TO CHANGES IN THE EXTERNAL ENVIRONMENT

Strategium Space Methodology



DIAGRAMMATIC REPRESENTATION OF THE STRATEGIC MANAGEMENT SYSTEM IMPLEMENTATION PROCESS



DOWNLOAD THE IMPLEMENTATION SCHEME

- Approaches to system implementation and operation
- Organizational issues
- Customers, supervisors and performers
- Sequence of macro stages during system implementation and operation
- Project microstages within the framework of typical strategy sessions
- Working, regulatory, planning and reporting documentation

PROCESS-BASED SYSTEM OF STRATEGIC ELEMENTS



PROCESS-BASED SYSTEM OF STRATEGIC ELEMENTS 2.0											STRATEGIUM SPACE INNOVATIONS IN MANAGEMENT		
MODULE	A	B	C	D	E	F	G	H	I	K	L		
LEVEL	EXTERNAL ANALYSIS	INTERNAL ANALYSIS	BUSINESS MODEL	PROCESS MODEL	ORGANISATION & FUNCTIONS	CONSTRAINS & RULES	VISION & GOALS	STRATEGIES & PLANS	PROJECTS & PLANS	CAPABILITIES & RESOURCES	MONITORING & CONTROL		
1	Pe PESTLE-analysis A1 4 C	Ga Gap-analysis 2 4 C	Bu Business Units 3 4 C	Mi Mission 4 4 C	Om Organisation model 5 4 C	Vp Values/Principles 6 6 C	Vi Vision 7 4 C	Ms Macro Strategy 8 6 C	Sp Strategic Priorities 9 4 C	Fi Finances 10 2 C	Kpi_{shareholde} KPI Shareholder 6 6 C		
2	Sw SWOT-analysis		Po Business Portfolio Бизнес-портфель 12 3 C	Sa Strategic arenas 13 4 C	Cl Corporate level 14 3 C	Po Policies 15 6 C	Sg Shareholder Goals 16 4 C	Cs Corporate strategy 17 5 C	Si Strategic Initiatives 18 4 C	Dc Dynamic capabilities 19 6 C	Kpi_{CEO} KPI CEO 20 5 C		
3	Mx Market matrix 22 2 C	Pt Protostrategies 23 1 C	Bm Business Model 24 5 B	Va Value-added chain 25 5 C	DI Division level 26 4 C	Re Regulations 27 5 F	Cg Corporate goals 28 3 B	Bs Business strategy 29 5 B	Pg Strategic Programs 30 4 C	Cc Corp Competencies 31 5 C	Kpi_{SBU} KPI Business Unit 32 4 B		
4	Co Competitors 33 5 B	Bp Best practice 34 3 B	Se Market Segments 35 3 B	Mp Mega processes 36 4 C	Bl Business level 37 4 B	St Standards 38 4 F	Bg Business goals 39 2 F	Cf Operations strategy 40 4 F	Pj Strategic Projects 41 3 B	Rc Relationship capital 42 5 B	Kpi_{operations} Operations KPI 43 4 F		
5	Pa Ecosystem 44 4 B	Sc Strategic Costs 45 5 B	Cl Channels/Clients 46 3 B	Bp Business processes 47 3 B	Dp Departments 48 3 F	Pv Provisions 49 3 F	Fg Functional Goals 50 2 F	Fs Functional strategy 51 3 F	Me Functional Projects 52 2 F	Pc Process capital 53 4 F	Kpi_{function} Functional KPI 54 3 F		
6	Te Technology 55 3 F	Pc Process costs 56 4 F	Ps Product&Service 57 4 B	Pr Processes 58 2 F	Un Units 59 2 F	Ru Rules 60 2 F	Ug Unit Goals 61 2 F	Us Unit strategy 62 2 F	Un Unit plans 63 2 F	Ic Information capital 64 5 P	Kpi_{unit} Unit KPI 65 2 F		
7	Wf Work force 66 1 P	La Labor input 67 2 F	At Attributes 68 2 F	Op Operations 69 1 F	Po Positions 70 1 P	Ma Manuals 71 1 P	Pg Personal Goals 72 1 P	Is Personal Strategy 73 1 P	Pp Personal Plans 74 1 P	In Intellectual capital 75 6 P	Kpi_{empl} Employee KPI 76 1 P		
	FUNCTIONAL STRATEGIES	Sa Sales 4 C	Re Regional 4 C	Or Org Development 4 C	Hr Human resources 4 C	Ma Marketing 4 F	Fi Finances 4 C	It IT 4 F	Pr Public relations 4 F	Pr Production 4 F	Pa Partnership 4 C		
	LEGEND	Pe PESTLE-analysis C	EASE OF CHANGING THE OBJECTS OF ANALYSIS WITHIN AN ELEMENT (1 - MIN, 6 - MAX)			ENTERPRISE RESOURCES			ENTERPRISE LAYERS				
					Time Time 6 P	Fin Finance 2 C	Cap Capabilities 6 C	Rel Relationship 5 C	Org Org capital 4 C	Pro Process 4 F	Int Intellectual 5 P		
					Org Organizational 1 B	Fnc Functional 2 F	Tec Technological 3 B	Cog Cognitive 4 C	Ins Institutional 4 C	Cul Cultural 5 P	Mnt Mental 6 P		

- Catalog of methods of strategic analysis and planning
- Catalog of strategies, resources and layers of the organization
- Reflection of the process-oriented approach to management
- Distribution of methods according to the logic of creating strategic plans
- Comparison of methods and levels of management

DOWNLOAD A PRINTABLE SPREADSHEET

WHO NEEDS STRATEGIC MANAGEMENT AND WHY

COMMERCIAL ENTITIES

- Improving competitiveness
- Entering global competitive markets
- Effective implementation of plans

STATE

- Effective leadership in country development
- Deep upgrade without turning the screw
- Implementation of major breakthrough solutions

NON-PROFIT ORGANIZATIONS

- Achieving the vision and realizing the mission
- Rational use of resources
- Focusing on problem solving

WHO **DOESN'T NEED** STRATEGIC MANAGEMENT

INTERESTED IN PRESERVING THE SITUATION

NOT INTERESTED IN IMPROVING

WHO HAS PERSONAL INTERESTS ABOVE THE INTERESTS OF AN ENTERPRISE, ORGANIZATION, OR COUNTRY

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TERMS AND DEFINITIONS

- **Strategic management system** - a management subsystem of an organization, which encompasses long-term planning and implementation of plans, including processes, strategic plans, reports on their implementation, regulatory documentation, relevant management bodies, departments and employees
- **Strategic management process (strategic management)** - the management process of an organization aimed at improving its long-term competitiveness by identifying changes in the external and internal environment, formulating, coordinating and implementing a cost-effective response
- **Development strategy** - a logical and time-balanced description of how to achieve the long-term goals of an organization, indicating the sequence of actions and resources (tangible and intangible) necessary for their implementation
- **Long-term competitiveness of the company** - an integral characteristic of an organization's performance, indicating its ability to withstand competition in unfavorable market conditions over an extended period.
- **Intellectual capital** - all non-monetary and intangible resources controlled by an organization, which together with other resources, contribute to value creation.
- **A strategically focused organization** is an organization whose entire activity is focused on implementing its strategy. The activities of units and employees do not contain inherited or structurally determined functions that do not contribute to strategy implementation
- **Strategic dialogue** - an element of the strategic management system, covering intra-organizational communications (interaction between shareholders, management, and employees), aimed at identifying, formulating and coordinating a vision of the organization's development, determining and managing specific actions to achieve this vision
- **Management mechanisms** - the systems and tools inherent in a particular organization used to manage its activities, such as systems of meetings, decision-making, motivation, training, and information systems
- **Cascading** - the process of sequential detailing of strategies from upper levels (company or corporation), to the lower level (blocks, departments, divisions, employees), converting strategic objectives into specific tasks and activities