



London TDM

# Quality and Productivity Improvement Training Courses

**Course Venue:** United Arab Emirates - Dubai

**Course Date:** From 09 November 2025 To 13 November 2025

**Course Place:** Downtown Dubai

**Course Fees:** 5,000 USD

## Introduction

The "Balanced Scorecard for Productivity Management" course is designed to equip professionals with the knowledge and tools necessary to implement and utilize the Balanced Scorecard framework effectively. Participants will learn how to align business activities with organizational vision and strategy, improve internal and external communication, and monitor organizational performance against strategic goals. This five-day course will delve into the practical aspects of developing and managing a Balanced Scorecard tailored to enhance productivity management.

## Objectives

- Understand the principles and components of a Balanced Scorecard.
- Develop skills to design and implement a Balanced Scorecard within an organization.
- Learn to align performance management systems with strategic objectives.
- Analyze real-world case studies to identify best practices and common pitfalls.
- Measure and monitor productivity improvements using the Balanced Scorecard framework.

## Course Outlines

### Day 1: Introduction to Balanced Scorecard

- History and evolution of the Balanced Scorecard
- Understanding the four perspectives: Financial, Customer, Internal Processes, Learning and Growth
- The role of Balanced Scorecard in productivity management
- Key benefits and potential challenges
- Interactive discussion: Identifying organizational goals

### Day 2: Designing a Balanced Scorecard

- Steps to design a Balanced Scorecard framework
- Defining clear and actionable objectives
- Developing key performance indicators (KPIs)
- Case study analysis: Successful implementations
- Workshop: Drafting a Balanced Scorecard for your organization

### Day 3: Implementing the Balanced Scorecard

- Strategies for effective implementation
- Aligning the organization's strategy with scorecard objectives
- Communicating the scorecard to stakeholders
- Handling resistance and promoting buy-in
- Group activity: Simulating scorecard implementation

### Day 4: Monitoring and Evaluating Performance

- Setting up a monitoring system
- Interpreting scorecard data and metrics
- Evaluating productivity improvements

- Adjusting strategies based on performance results
- Case study: Lessons learned from scorecard evaluations

**Day 5: Advanced Applications and Future Trends**

- Advanced tools and software for scorecard management
- Integrating Balanced Scorecard with other management systems
- Exploring future trends in performance management
- Developing a culture of continuous improvement
- Final project presentation and feedback session