



# Corporate Performance Intelligence Training Course

22 – 26 March 2027  
Rome

## Corporate Performance Intelligence Training Course

**Ref:** 802\_160919 **Date:** 22 – 26 March 2027 **Location:** Rome **Fees:** 5700 Euro

### Overview

Corporate Performance Intelligence Training Course is a five-day professional course for performance, strategy, finance, planning, business intelligence, analytics, and management reporting functions who leave with a Corporate Performance Intelligence Pack. Participants connect strategic objectives, KPI architecture, planning assumptions, forecasts, variance drivers, dashboards, review decisions, and corrective actions. The course addresses fragmented reporting that separates measures from plans and decisions. Agile Leaders Training Center develops corporate performance intelligence for management action.

### Who Should Attend

- Corporate performance functions responsible for measurement architecture, targets, reviews, and improvement actions
- Strategy functions responsible for objectives, strategy maps, initiatives, and execution monitoring
- Finance and planning functions responsible for budgets, forecasts, scenarios, and variance explanations
- Business intelligence functions responsible for semantic definitions, dashboards, and governed reporting
- Management reporting functions responsible for executive packs, commentary, decisions, and action tracking
- Data analytics functions responsible for driver analysis, trend interpretation, and decision evidence

The course assumes participants can work with organizational objectives, measures, plans, and management reports, and leaves out introductory spreadsheet skills, software administration, data engineering, and financial accounting instruction.

### Departments and Industries

The course supports departments and industries that need a consistent performance cycle from strategy through management action.

- Strategy, corporate performance, finance, planning, analytics, and executive reporting departments
- Banking, insurance, investment, and other financial-service organizations
- Manufacturing, logistics, utilities, and infrastructure operations
- Retail, telecommunications, technology, and subscription-service businesses
- Healthcare, education, public-service, and nonprofit organizations

## Learning Objectives

By the end of this course, participants will be able to:

- Analyze strategic objectives and build a strategy-to-measure map
- Build KPI definitions, targets, thresholds, owners, and data rules
- Apply planning assumptions and compare forecast scenarios
- Diagnose actual-versus-plan variances through driver analysis
- Evaluate dashboard evidence and prioritize management decisions
- Build a governed review cadence and corrective-action record

## Course Agenda

### Day 1: Connect Strategy and Measurement

- Balanced Scorecard Strategy Map and Objective Logic
- Strategy-to-Measure Traceability Matrix
- Outcome, Driver, and Activity Measure Classification
- KPI Dictionary and Calculation Rule Template
- Measure Ownership and Data Accountability Matrix

### Day 2: Set Targets and Plan Performance

- Baseline, Target, Threshold, and Tolerance Register
- Planning Assumption and Dependency Log
- Budget-to-Objective Alignment Method
- Rolling Forecast and Scenario Comparison Model
- Initiative Contribution and Resource Alignment Map

### Day 3: Analyze Results and Drivers

- Actual-versus-Plan Variance Analysis Table
- Performance Driver Tree and Cause Hypothesis Map
- Trend, Seasonality, and Exception Review Method
- Segment and Contribution Analysis Matrix
- Evidence Quality and Commentary Checklist

### Day 4: Govern Dashboards and Reviews

- Executive Dashboard Information Architecture
- KPI Status, Target, and Threshold Visual Specification
- Management Performance Review Agenda
- Decision, Action, Owner, and Due-Point Log
- Performance Governance Roles and Review Cadence

## Day 5: Practice Performance Intelligence

- Exercise: Repair a Strategy-to-Measure Chain
- Exercise: Build a KPI Dictionary and Threshold Set
- Exercise: Explain a Forecast Variance with a Driver Tree
- Exercise: Run a Dashboard-Based Performance Review
- Capstone: Corporate Performance Intelligence Pack

## Practical Exercises

The course uses suggested activities based on financial services, manufacturing, retail, healthcare, and public-service performance scenarios.

- Suggested activity: connect objectives, outcomes, drivers, measures, owners, and data rules in a traceability map.
- Suggested activity: establish targets and thresholds, compare forecast scenarios, and document planning assumptions.
- Suggested activity: diagnose an actual-versus-plan gap through segmentation, trends, driver trees, and evidence checks.
- Suggested activity: conduct a performance review, record decisions, assign actions, and define the follow-up cadence.

## FAQs

### Who suits corporate performance intelligence training, and what does it assume?

Corporate performance, strategy, finance, planning, business intelligence, analytics, and reporting functions suit the course; it assumes participants already work with objectives, measures, plans, or management reports.

### How does corporate performance intelligence differ from dashboard design training?

Corporate performance intelligence links strategy, KPIs, plans, forecasts, variance drivers, reviews, and actions, while dashboard design training concentrates on visual structure, interaction, and presentation of already-defined information.

### What makes a KPI useful for corporate performance intelligence?

A useful KPI has a clear purpose, definition, calculation, owner, source, frequency, baseline, target, threshold, interpretation rule, and connection to an objective and management decision.



## **How does business intelligence support performance reviews?**

Business intelligence supports performance reviews by presenting governed measures, comparisons, exceptions, trends, and drill paths that help participants test explanations, make decisions, assign actions, and monitor follow-through.

## **How should teams explain performance variance?**

Teams explain performance variance by confirming the measure and comparison basis, separating volume, rate, mix, timing, and external effects, testing driver hypotheses, documenting evidence quality, and connecting the explanation to a decision or action.

## **Conclusion**

Participants take back a Corporate Performance Intelligence Pack containing strategy links, KPI definitions, targets, planning assumptions, forecast scenarios, driver analysis, dashboard specifications, review agendas, and action records. It changes disconnected reporting into a governed performance cycle. The pack keeps measures, plans, evidence, decisions, owners, and follow-up connected.