

aractech

Global Learning for Operational Leaders



PLANNING AND STRATEGY MANAGEMENT

Certificate in Global Business Strategy (CGBS)

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Course content

Why Attend

In an increasingly interconnected world, businesses must venture beyond their borders and keep pace with competitors already embracing global expansion. This course investigates the distinct challenges and opportunities that arise from conducting business across national boundaries and demonstrates how organizations can formulate effective strategies to excel in international markets. Participants will be introduced to topics such as the international business environment, market entry strategies, cross-cultural management, performance management in global businesses, and global strategies for emerging markets.

Course Methodology

- This course uses hands-on practical exercises to enable participants to develop essential skills for global business strategy. Participants will work in teams to build their strategies and engage in group discussions and interactive activities to facilitate knowledge-sharing and the exchange of best practices.

Course Objectives

- Analyze the global business environment and understand its impact on business strategy
- Evaluate different international market entry strategies and assess their suitability for various industries and companies
- Assess the various performance management tools that can be used in global businesses
- Align an organization's vision, mission, and values to the global business strategy
- Identify factors influencing global business strategy in emerging markets and recognize the impact of future trends

Target Audience

- Professionals, executives, managers, and business owners who aim to expand their organizations' operations to global markets or improve their knowledge on how to take their business strategy to the international level.
- Target Competencies
- Analyzing global markets
- Assessing global markets entry strategies

Course outline

Detailed course outline

Module-by-module outline for Certificate in Global Business Strategy (CGBS).

Module 1 - Module 2. International Market Entry Strategies

- International market entry modes: Pros and cons
- Factors to consider when selecting a market entry mode
- The importance of strategic alliances in global business
- Forms of strategic alliances
- Selecting a strategic partner

Module 2 - Module 3. Performance Management in Global Business

- Definition and importance of performance management
- The role of performance management in global business
- Factors affecting performance management in global businesses
- Measurement systems and KPIs for global businesses
- Performance measurement frameworks

Module 3 - Module 4. Global Business Strategy Implementation

- Challenges faced during implementation
- Key components of global business strategy implementation
- Aligning organizational vision, mission, and values
- The importance of effectively implementing global business strategies
- Key success factors in global business strategy implementation

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Module 4 - Module 5. Practical Applications of Global Business Strategy

- Global business strategy in emerging markets
- The impact of technology on global business
- Global talent management
- Environmental and social responsibility strategy
- Future trends in global business strategy

Seminar dates

Available seminar dates

Live dates and pricing for Certificate in Global Business Strategy (CGBS) generated from the course details page.

Date	Location	Format	Fee
15 - 19 June 2026	Munich	Classroom	€2,415
20 - 24 July 2026	Amsterdam	Classroom	€2,975
3 - 7 August 2026	London	Classroom	€2,940
7 - 11 September 2026	Istanbul	Classroom	€1,995
12 - 16 October 2026	Vienna	Classroom	€2,975
9 - 13 November 2026	Barcelona	Classroom	€2,695
14 - 18 December 2026	Paris	Classroom	€3,150

Live online option

Online delivery is available at €1,250.