

aractech

Global Learning for Operational Leaders



PLANNING AND STRATEGY MANAGEMENT

ISM Endorsed Product Strategy and Innovation

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Course content

Why Attend

An innovation product strategy is a plan to grow market share or profits through product and service innovation. When looking at innovation strategy, it is important to realize that an effective strategy must correctly inform which job executor, job, and segment to target to achieve the most growth, and which unmet needs to fulfil to help customers get the job done better. Also, when it comes to creating the solution, an innovation strategy must indicate whether a product improvement, or a disruptive or breakthrough innovation approach is best. This course provides participants with a full understanding of product strategies and design thinking approaches to help them come up with products that fit customer requirements and aspirations. Business models will be also examined to make things happen along with customer experience (CX) to validate product innovation initiatives and optimize customer expectations.

Course Methodology

- The course employs a wide array of templates, group exercises, workshops, and relevant videos to help participants acquire and apply the right competencies necessary to design and implement a full product strategy using design thinking.

Course Objectives

- Examine all aspects of Product Strategy, and the factors influencing all the stages involved in a successful product strategy to optimize results.
- Explore the importance of Design Thinking and its role to create innovative products based on customers' needs and requirements.
- Identify different business models relevant to product innovation to ensure successful launches and expected Return on Investment (ROI).
- Explain the New Product Development process (NPD) and how it is applied to have a consistent framework for launching new products and ensuring effective commercialization.
- Prepare customer personas and customer journey maps to measure satisfaction and feelings at the pre- and post-purchase stages of acquiring products.

Target Audience

- The course will be of value to a wide range of marketing, PR, product owners, communications, sales, and operations professionals. It also benefits professionals keen to understand the importance and role of product strategies and innovation and how these can be designed and implemented to ensure revenue growth.

- Target Competencies
- Jobs-to-be-done techniques
- Product discovery

Course outline

Detailed course outline

Module-by-module outline for ISM Endorsed Product Strategy and Innovation.

Module 1 - The “Product” concept

- Product versus Brand Definitions
- The Product and the Marketing Mix
- Product factors influencing competitiveness
- The Product Management role
- The Product Marketing role

Module 2 - Product Strategy: best practices

- Product strategy: Definition
- The key components of a product strategy
- Product vision/mission

Module 3 - A framework for Product Strategy

- Vision, Values, Methods, Obstacles, Measures (V2MOM)
- Analyzing Product Opportunities
- Analyzing Jobs-to-be-done (JTBD)
- Evaluating and articulating Product Opportunities
- Crafting Customer Personas
- Product Discovery analysis

Course outline

Detailed course outline

Module-by-module outline for ISM Endorsed Product Strategy and Innovation.

Module 4 - Full product strategy execution

- Preparing the Market Requirements Document (MRD)
- Preparing the Product Requirements Document (PRD)

Module 5 - Design Thinking and Product Innovation

- Design Thinking (DT): Definition
- Objectives of Design Thinking
- Benefits of Design Thinking
- Difference between NPD and Design Thinking

Seminar dates

Available seminar dates

Live dates and pricing for ISM Endorsed Product Strategy and Innovation generated from the course details page.

| Date | Location | Format | Fee |
|------------------------|-----------|-----------|--------|
| 18 - 22 May 2026 | Vienna | Classroom | €2,975 |
| 22 - 26 June 2026 | Barcelona | Classroom | €2,695 |
| 13 - 17 July 2026 | Paris | Classroom | €3,150 |
| 17 - 21 August 2026 | Frankfurt | Classroom | €2,275 |
| 21 - 25 September 2026 | Barcelona | Classroom | €2,695 |
| 19 - 23 October 2026 | Frankfurt | Classroom | €2,275 |
| 2 - 6 November 2026 | Rome | Classroom | €2,975 |

Live online option

Online delivery is available at €1,250.