

Developing Business Acumen

Why this workshop?

1. attracting and retaining customers,
2. cash generation,
3. return on investment and
4. profitable growth

These are the four building blocks of any successful business, be it of a large multinational or a street vendor.

The ideas are not complex and successful business leaders understand these universal laws of business, which Professor Ram Charan calls 'business acumen'

Workshop Objectives

- Understanding the elements of business acumen and the building blocks of business
- Appreciating the importance of cash flow
- Learning to measure business performance and its margin and velocity
- Understanding the customer's perspective on "value" of products and services
- Putting these in practice and getting things done

Partnering In Performance

Courses Description

The primary role of any manager is to align, facilitate and inspire performance - as it impacts the organization's ability to reach its objectives, retain and develop talent.

Furthermore, leaders and managers often find it difficult to deliver appropriate, useful feedback that will assist employees in their learning and development. Too often, employees are guessing at what they are doing right and hearing only about what they are doing wrong, sometimes well after the fact.

Workshop Benefits

1. Research reflects that more than half the professionals working today do not understand how their work is evaluated. "Partnering In Performance" workshop will help participants to jointly work with employees to sensitize on organization priorities, get employees to see the "big picture", get clear focus on action plan, to overcome obstacles and means to accountability.
2. Managers in workplace often leave employees to work in a partial vacuum, without much support and without much task structure.

CONTEANT

- CONSULTATIVE SELLING SKILLS
- CREATING PASSION FOR RESULTS
- CRITICAL THINKING FOR EFFECTIVE PROBLEM SOLVING
- EFFECTIVE BUSINESS COMMUNICATION SKILLS
- LABOUR LAWS FOR OPERATING MANAGERS
- MANAGERIAL LEADERSHIP & CONFLICT RESOLUTION
- PERSONAL EFFECTIVENESS AND TIME MANAGEMENT
- TEAM BUILDING & COLLABORATION
- UNLEASH THE SPARK OF INNOVATION WITH JUGAAD!
- UNDERSTANDING FINANCIAL STATEMENTS
- BUILDING & LEADING HIGH PERFORMANCE TEAMS
- CUSTOMER RELATIONSHIP MANAGEMENT
- DECISION MAKING AND TAKING OWNERSHIP
- DEVELOPING BUSINESS ACUMEN
- DISCOVER THE LEADER IN YOU
- EFFECTIVE BUSINESS COMMUNICATION SKILLS
- EFFECTIVE SALES MANAGEMENT
- KEY ACCOUNT MANAGEMENT
- LEADERSHIP STYLES
- MAKING SMART DECISIONS
- MANAGERIAL EFFECTIVENESS FOR RESULTS ORIENTED PERFORMANCE
- MANAGING CONTRACTORS, CONTRACT LABOUR AND OUTSOURCING OPERATIONS
- MANAGING FOREIGN EXCHANGE
- MANAGING PRESSURE, TURN OBSTACLES INTO OPPORTUNITIES
- PARTNERING IN PERFORMANCE
- PERFORMANCE REVIEW & FEEDBACK SKILLS
- POWER OF EFFECTIVE DELEGATION THE ART OF WORKING SMART
- PRICING FOR PROFITS
- STRATEGIC THINKING
- THE SCIENCE OF PEOPLE SELECTION AND PEOPLE ENGAGEMENT