

# LEADING BUSINESS DEVELOPING BUSINESS ACUMEN



- **Instructor-led Training (Workshop)**
- **Self-paced Course**

In this era of rapidly changing trends, organizations need leaders with a robust understanding of business and the various functions that must work well in concert for the organization to succeed. This simulation-based course helps leaders learn to assess business performance, models and opportunities to help their organizations grow strategically.

## Modern organization needs

Modern organizations are doing away with silos and expect their top talent to have a holistic approach to business beyond their immediate roles. Leaders who know how to manage the challenges of different departments and their individual objectives are better placed to drive the organization's vision forward.

## Key Takeaways

- Understand the importance of building business acumen
- Comprehend and analyze the interconnectedness of various business elements
- Monitor the financial health of the organization and devise strategies to improve it
- Identify the factors that impact customer buying decisions
- Appreciate the dynamics of a competitive marketplace and the various strategies at play
- Apply your learning and analyze your actions in a simulated environment

## Who should attend?

- First Time Managers
- First Time Leaders

## Course outline

- Components of business and their interplay
- Business models and 9 pillars
- Evaluate your own organization's business model
- Analyze the SWOT of business models
- The 4 key disruptors
- Strategies to manage disruptions