

# Decent to Excellent

Developing and Sustaining Long-Term Business Success

## Introduction

With the help of our cutting edge Decent to Excellent training programme, you will gain the knowledge, abilities, and strategies required to assist your company in achieving the sustained success that the most successful companies in the modern day experience. The steps involved in creating a framework for accelerating business performance will be covered in this practical workshop-style training course, which includes strategic planning, implementation, efficient business performance management, and the critical procedures for methodically spotting and identifying risks from disruptive innovation and emerging strategies.

### **This training session on Course N Carry will emphasise:**

- Principles of strategic planning
- Creating important metrics for both financial and non-financial success
- Assembling and managing successful teams
- Techniques for forecasting and planning that work well
- The fundamentals of making strategic decisions
- Keeping away from the typical reasons why businesses fail

## Objectives

- This Decent to Excellent training course, which focuses on the creation, application, and execution of successful business models, aims to provide you with the knowledge, skills, and resources you need to practically contribute to the long-term success of your company.
- Upon completion of this training programme, you will be able to:
- Create a strategic mindset and incorporate it into business strategy.
- Create and put into place methods for managing business performance.
- How to assemble and manage successful teams
- Utilise real-world knowledge to forecast and make decisions.
- Put in place a strategic plan for cost containment and reduction.
- Determine the biggest risks to your company's ability to survive.

## Training Methodology

With formal presentations, case studies, and interactive worked examples, this Course N Carry training course will be designed as a highly engaging workshop. Each of the topics addressed is illustrated with pertinent examples and case studies, and opportunities are given to understand and apply the essential principles through exercises and real-world scenarios.

## Organizational impacts

The adoption of a strategic approach to company management and decision-making, along with the acquisition of current knowledge about best practices in business planning and performance management, will immediately benefit the organisation. Particular advantages will consist of:

- Increased thinking and knowledge of strategy
- Knowledge about the best performance management systems available
- Realistic abilities in leadership and team building
- Use of important forecasting and decision-making skills
- Increased knowledge of typical dangers and challenges to the survival of businesses

## Personal Impact

Through the course of a business performance management system, which takes an organisation from strategy development through implementation, execution, and control, delegates will get the knowledge, abilities, and tools necessary to actively participate in the process. Participants will create a list of really useful takeaways that will benefit both their personal professional growth and the firm. Particular advantages will consist of:

- The capacity to formulate and apply strategies using instruments for strategic analysis
- An understanding of business performance management frameworks in practice
- Capacity to create and manage successful work teams
- Practical application of forecasting and decision-making tools Current concepts about business model disruption and mitigation strategies

## Who should attend?

The development needs of a broad spectrum of business professionals from "front-line" operational roles as well as the crucial support roles in contemporary organisations from

the public and private sectors—commercial enterprises, governmental agencies, and not-for-profit organizations—will find great relevance in this Decent to Excellent training course.

**A wide range of professionals can benefit from this Course N Carry training course, but the following are particularly noteworthy:**

- Members of the front-line operations team
- Experts in Supply Chain and Logistics
- Members of the HR and Talent Management Teams
- Experts in Finance and Planning
- Experts in both legal and commercial teams
- Head Office Experts

## **Course Outline**

### **Day 1**

#### **Strong to Excellent Foundations**

- How do you define an excellent organisation?
- Deciding What Stakeholders Need and How Much of It
- The Foundations of Business Strategy
- An Effective Framework for Business Performance Management
- Strategic Evaluation and Interpretation
- Developing a Successful Competitive Approach
- Creating a Successful Business Plan

### **Day 2**

#### **Sensing and Handling Company Performance**

- Concepts for Measuring Business Performance
- Gaining Knowledge about and Enhancing Return on Investment
- Instruments to Create Key Performance Indicators (KPIs)
- Making and Applying Dashboards
- Creating and Managing Successful Teams
- The Crucial Distinction between Leadership and Management:
- Identifying Organisational Culture,
- Creating and Managing Winning Teams, and Effectively Handling Organisational Change

## Day 3

### Techniques for Planning, Budgeting, and Forecasting

- Conventional Systems of Budgetary Control
- Aspects of Budgeting Behaviour
- Putting Adaptive Management Procedures Into Practice
- Principles of Business Forecasting: Comprehending and Applying Rolling Estimates
- An Integrated Method for Sensitivity Analysis and Forecasting in Risk Management

## Day 4

### Managing Performance and Making Decisions Effectively

- Responsibility Accounting Principles
- Recognizing the Factors That Influence Profitability
- Conventional and Cutting-Edge Methods for Cost Control
- Techniques for Making Strategic Decisions
- A Methodical Approach to Cutting Costs Essentials of Making Investment Decisions Creating and Using Balanced Scorecards

## Day 5

### How the Mighty Fall: Recognising and Preventing Failure in Business

- Achievement Is a Killer The Significance of Immediacy
- The Fall of the Mighty: Five Phases of Decline
- Recognising Disruptions to Business Models
- Disruptive Innovation's Danger
- Innovation Stealers: How Great to Great - Built to Last Businesses Are Killed by Best Practices