









# FINANCIAL MANAGEMENT AND STRATEGIES

Understand and identify the correct finance strategy to be used within your Organization for your strategy.





## LEADERSHIP AND HUMAN RESOURCES

Understand the difference between leadership and management, how to develop leadership and empower your employees through effective management practices.





# STRATEGIC, ORGANIZATIONAL, AND TACTICAL PLANNING

Formalize and communicate your company vision, mission, goals, and objectives, set measurable goals and identify the resources required to gain an organizational advantage.





### MARKETING AND SOCIAL MEDIA

Understand and develop product/service strategies, pricing strategies and promotional strategies for your identified distribution channels.

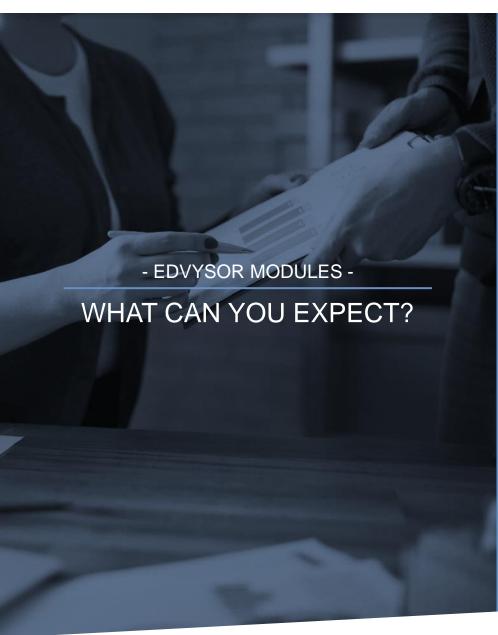




## **SALES AND E-COMMERCE**

Understand B2B & B2C Sales Cycles, Key Metrics and Sales Forecasting for your Organization.





# OPERATIONS, SUPPLY CHAIN MANAGEMENT AND PURCHASING STRATEGIES

Optimize your Operations, Supply Chain and Purchasing Departments driving efficiency and cost effectiveness

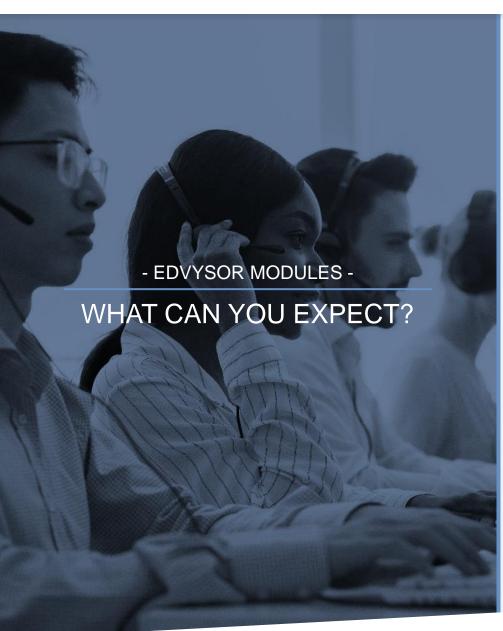




# CONSUMER AND CUSTOMER DECISION MAKING PSYCHOLOGY

Gain an in-depth understanding of Consumer & Customer decision making psychology, purchasing decisions and how these can apply to your Organization.





### **CUSTOMER SERVICE**

Develop customer service strategies for your Organization which includes best practice policies and procedures.





#### 1. MANUFACTURING

Understanding how to maximize your Manufacturing Department for efficiency and cost effectiveness

### 2. DRIVING A HIGH-PERFORMANCE CULTURE

Find recommendations on how to drive a high-performance culture in each function in your Organization

### 3. INTERNATIONAL BUSINESS

Identify markets for conducting business and understand the associated risks to be mitigated

### 4. GROWTH STRATEGIES

Understand growth strategies and select the appropriate growth strategy for your Organization

#### 5. METRICS

Understand Metrics, how to introduce Metrics and the list of Metrics relevant for your Organization

#### 6. ENGINEERING AND R&D

Understand the collaboration required between Engineering and R&D with other functions in your Organization, and its impact on New Product Development