



The Academy for Professional Education and Training

Programme of Workshops

Professional Executive Development Workshops For Business Planning And Decision-Making

A SUITE OF HALF-DAY WORKSHOPS IN CORPORATE EXECUTIVE DEVELOPMENT FOR BUSINESS DECISION-MAKING

These half-day workshops are designed for corporate executives who need to enhance their strategic and tactical decision-making capabilities, and operational leadership to implement sustainable practices for competitive edge.

Corporate executive development requires the essential capabilities of establishing corporate *strategic planning* through applying innovation-driven though risk-informed decision-making; leadership in the establishment and implementation of organisational *tactical and operational planning* through knowledge-based decision-making; implementation of *sustainable practices* in preparation for a future competitive edge; and business *knowledge transfer* through appropriate training of an organisation's human resource assets.

WORKSHOP STRUCTURE

HALF-DAY WORKSHOP 1: Establishing corporate strategic planning through innovation-driven though risk-informed, decision-making.

HALF-DAY WORKSHOP 2: Leadership in organisational tactical and operational planning through knowledge-based decision-making.

HALF-DAY WORKSHOP 3: Sustainable practices set a framework for a company's business planning approach for competitive advantage.

HALF-DAY WORKSHOP 4: Transfer of corporate business knowledge in business planning processes can deliver competitive advantage.

WORKSHOP TUTOR

Dr Rudolph Frederick Stapelberg [BscEng, MBA (Exec), PhD (Eng), DBA, PrEng] has close on three decades of consulting experience, and has delivered training courses for more than two decades to a very wide range of organizations including international corporations such as Alcoa, Anglo American, BP, BHP Billiton, Caltex, Escom, Rio Tinto (CRA), Sasol, Shell, WMC, and many more.



CORPORATE EXECUTIVE DEVELOPMENT FOR BUSINESS DECISION-MAKING

HALF-DAY WORKSHOP 1:

Establishing corporate strategic planning through innovation-driven though risk-informed decision-making.

Strategic planning is a continuous and systematic process where executives of an organisation make decisions about its future, develop the necessary procedures and operations to achieve that future, and determine how success is to be measured.

WORKSHOP CONTENTS

Coffee 08h30 - 09h00

INTRODUCTION

**Framing and Analysing Critical Corporate Objectives
Developing and Applying Group Business Innovation
Setting Achievable as well as Top Business Targets
Measuring Performances Against Business Targets
Analysing Forecast versus Target Performance Gap**

Morning Tea 10h00 - 10h30

**Generating and Evaluating Options for Achievement
Evaluating Competitive Advantage and Weaknesses
Formulating Strategy and Defining Business Policies
Implementing, Monitoring and Controlling Strategies
Implementing Strategic Procedures and Operations
Identifying, Analysing, and Managing Decision Risks**

Closure Lunch 12h30 - 13h00



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**For specific dates and venues, please refer to the back-page schedule
For specific costs, please contact the workshop or course organizers**

CORPORATE EXECUTIVE DEVELOPMENT FOR BUSINESS DECISION-MAKING

HALF-DAY WORKSHOP 2:

Leadership in organisational tactical and operational planning through knowledge-based decision-making.

Tactical planning deals primarily with the preparatory phase of the planning process through systems and models of how the strategic plan will be executed. Operational planning is based on implementation of these plans and includes procedures and methods.

WORKSHOP CONTENTS

Coffee 08h30 - 09h00

INTRODUCTION

**Defining Individual Leadership and Corporate Leadership
Defining Leadership Process and Management Direction
Prioritising Business Capability and Leadership Abilities
Defining Organisational Limitations Affecting Capabilities
Defining Organisational Limitations Affecting Leadership**

Morning Tea 10h00 - 10h30

**Defining Business Capability and Leadership Ability Gaps
Defining Root Causes of Organisational Limitations Gaps
Defining Root Causes of Organisational Leadership Gaps
Defining Leadership Development to Fill Leadership Gaps
Establishing Tactical and Operational Planning Capability
Develop Decision-Making based on Business Knowledge**

Closure Lunch 12h30 - 13h00



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CORPORATE EXECUTIVE DEVELOPMENT FOR BUSINESS DECISION-MAKING

HALF-DAY WORKSHOP 3:

Sustainable practices set a framework for a company's business planning approach for competitive advantage.

Corporate sustainability can be defined as a business planning approach to creating corporate shareholder value by embracing business opportunities and managing risks derived from changing global economic, environmental and social trends.

WORKSHOP CONTENTS

Coffee 08h30 - 09h00

INTRODUCTION

**Focusing on Future-Oriented Trends Affecting Technology
Identifying Successful Business Investment Opportunities
Assessing Economic Factors Affecting Business Practice
Considering Economic Factors for Financial Management
Complementing Existing Financial Evaluation Methodology**

Morning Tea 10h00 - 10h30

**Developing Business Plans to Create Shareholder Wealth
Developing Co-Ordination Systems for Business Planning
Measuring Economic and Business Environmental Trends
Identifying Practices that Profit Most by Measured Trends
Identifying Components of Business Sustainable Practice
Integrating Sustainable Practices in the Planning Process**

Closure Lunch 12h30 - 13h00



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CORPORATE EXECUTIVE DEVELOPMENT FOR BUSINESS DECISION-MAKING

HALF-DAY WORKSHOP 4:

Transfer of corporate business knowledge in business planning processes can deliver competitive advantage.

Business knowledge is the collective term used to describe the knowledge underpinning an organisation, and covers a wide spectrum of knowledge, expertise, skills, and know-how, which define an organisation allowing it to perform its functions.

WORKSHOP CONTENTS

Coffee 08h30 - 09h00

INTRODUCTION

**Identifying Business Knowledge Critical to an Organisation
Identifying Business Functions That Give Competitive Edge
Identifying Business Processes from Business Knowledge
Transferring Business Knowledge to Business Processes
Complying With External Rules, Regulation and Legislation**

Morning Tea 10h00 - 10h30

**Establishing Business Customers, Products and Services
Developing Documented Business Policies and Guidelines
Developing Business System Models for Tactical Planning
Developing Business Operations Procedures and Methods
Developing Corporate Employee Know-How and Expertise
Developing Human Resources, Processes and Operations**

Closure Lunch 12h30 - 13h00



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WORKSHOPS SCHEDULE

HALF-DAY WORKSHOP 1: Establishing corporate strategic planning through innovation-driven though risk-informed, decision-making.

Dates				
Venues				

HALF-DAY WORKSHOP 2: Leadership in organisational, tactical and operational planning through knowledge-based decision-making.

Dates				
Venues				

HALF-DAY WORKSHOP 3: Sustainable practices set a framework for a company's business planning approach for competitive advantage.

Dates				
Venues				

HALF-DAY WORKSHOP 4: Transfer of corporate business knowledge in business planning processes can deliver competitive advantage.

Dates				
Venues				

Legend: A-Adelaide; B-Brisbane; H-Hobart; M-Melbourne; P-Perth; S-Sydney; O-Overseas
AR-Academy Training Rooms;

PLEASE NOTE: Dates and venues can change - Final confirmation by e-mail.

Contact Details:

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