

BUSINESS ACUMEN

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| Aligned Unit Standards | 252032 - Develop, implement, and evaluate an operational plan, NQF 5, 8 Credits 252037 - Build teams to achieve goals and objectives, NQF 5, 6 Credits 252020 - Create and manage an environment that promotes innovation, NQF 5, 6 Credits 252025 - Monitor, assess and manage risk, NQF 5, 8 Credits 252044 - Apply the principles of knowledge management, NQF 5, 6 Credits 252026 - Apply a systems approach to decision making, NQF 5, 6 Credits 252029 - Lead people development and talent management, NQF 5, 8 Credits |
| Duration – Face to Face Facilitation | 3 Days |
| Duration – Online Facilitation | 9-hour online sessions, Plus 1 hour of individual coaching. Workplace application is included in the Integration module |
| Organisational Development Area | Business Managers within a corporate business environment. |

SYNOPSIS

Many staff in corporations have a limited understanding of what business is all about. In embracing Business Acumen participants transform from 'just employees' into people who want to improve by focusing on organisational productivity and quality, increasing revenues while decreasing costs, dealing effectively with customers, and optimising their personal development.

COURSE OUTLINE

| ONLINE SESSION 1 Business Context | ONLINE SESSION 2 Strategy | ONLINE SESSION 3 Operations | ONLINE SESSION 4 People | ONLINE SESSION 5 Business Optimisation | ONLINE SESSION 6 Integration |
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| 1 hour | 2 hours | 2 hours | 2 hours | 1 hour | 1 hour |
| Business & risk | Vision, mission, values | Finance | Purpose & performance | Business models to optimise purpose | Optimising workplace application |
| Environment | Organisational culture | Value chain | Driving high-performance teams | Productivity & prosperity | |
| What great managers do | Leadership & developing 1 st level leaders | Customers & markets | Personal development | | |
| The elusive "one thing" | Motivation & high performance team-building | Productivity & efficiency & TQM | | | |
| Prep for OS2 | Prep for OS3 | Prep for OS4 | Prep for OS5 | Prep for OS6 | Post assessment |

Individual Coaching: 1-hour individual sessions will be scheduled per manager online with the facilitator to discuss any areas relevant to the individual manager in either the application or integration of the content to their area of responsibility within the business.

COURSE OUTCOMES

Upon successful completion of this course learners will have the ability to:

- Understand the role of the business management in the modern organization;
- Understand the benefits of effective and efficient business management.
- Understand and define strategy, vision, mission, and values;
- Understand and define leadership and leading;
- Understand and apply tools and techniques for motivation.
- Understand the key elements affecting operations;
- Understand and define job design as the main methodology for managing people in the organization;
- Identify and apply the key determinants of effective performance both for individuals and teams;
- Understand and apply the value chain as a base model for understanding the modern business.