

Biz Acumen, Entrepreneurial & Commercial Orientation

Getting Ready To Demonstrate Strategic & Business Acumen – A launch pad to step up!

1. Becoming Good – Basics to Get, Set & Go!

- Understand Individual & Team' s role in the success of the business.
- Benchmark & Drive Continuous Improvement – Do Kaizen, Day In & Out
- Interpret & Communicate Relevant Market / Competitor Trends & Issues
- Develop Plans With Strategic Alignment – Balance Your Score Card & Dashboard
- Solve Problems – Make Data-Based Decisions & Take Informed Risks

2. Traverse From Good To Great!!

- Understand Your Business Environment – Customers, Suppliers, Partners, Competitors, Competitors' Customer & Competitors' Competitor – And Decide What Best In Class Solutions Look Like & Nurture Clients!
- Moving From Dependent to Independent to Interdependence – Understand Related Internal Functions / Businesses For Productive Cross Collaboration
- Entrepreneurial & Results Orientation – Shape Business Direction Using Business Intelligence & Leadership Decision Making Approaches
- Translate, Align & Communicate Department' s Strategy to Vision
- Act Like a Corporate Investor & Owner; Learn to Make the Tough Calls!
- Develop Financial Acumen – Synergize, Obtain, Analyze & Communicate

3. Surging Ahead Exponentially! – What Got You Here Won' t Get You There!!!

- Seek First To Understand Before Getting Understood – Listen well to Customers, Employees and Environment – Move From Provider To Partner
- Seek Out & Act On Patterns Of External Change; Be the change you want to see; Determine Opportunities & Threats to follow Blue or Red Ocean Strategy – Lead Others With Strategic, Forward & Conceptual Thinking!
- Break away, Be Innovative To Strategically Position Your Biz to become One Generation Ahead of Competition – Put Your Strategy Into Action!
- Internalize & Understand The Life Cycle – Explicitly Communicate how the Organization will Profit from these Actions leading to paradigm shift
- If you want to have what you don' t have, do what you' ve not done! – Know when to take the “ Leap of Faith” & Transform! Become A Trusted Advisor!

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Other Details:

- Payment to be made within 15 days from the date of the invoice.
- All payments must be made by cheque/online transfer etc., drawn in favour of Sieger Training Consultants Pvt. Ltd. Sieger will charge on INR basis only.
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- Facilitators Travel & Food have to be taken care by the client
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SIEGER TRAINING CONSULTANTS (P) LIMITED

Plot No: 106, Bharathiyar St – Chellappa St Junction, Visalakshi Nagar, Santhosapuram, Chennai – 600073. Tamil Nadu, INDIA.

Ph: +91 44 22781335, +91 44 42837167, HP: +91 9500120969, +91 9500129901, +9840097567, +91 9840059445

Email: training@siegergroups.com | Visit us at: www.siegergroups.com