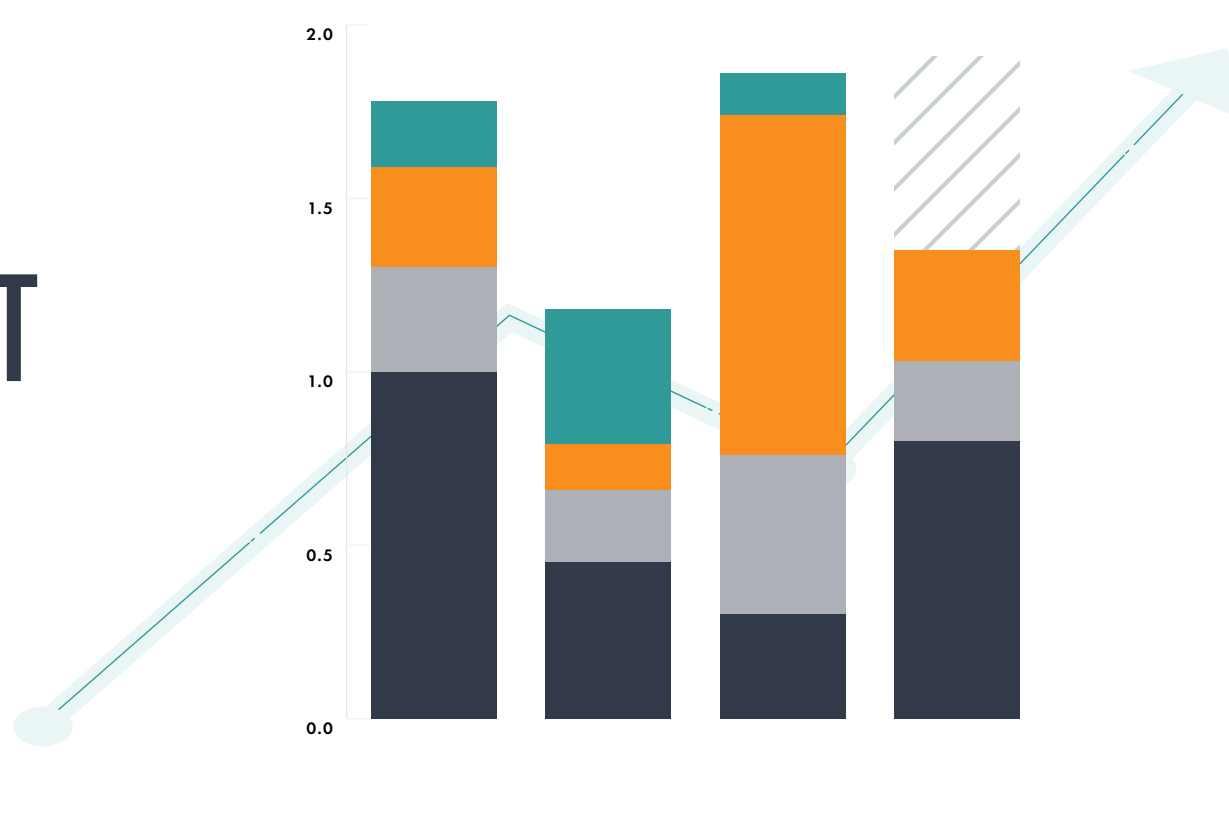


DEVELOPING SKILLS THROUGH BUSINESS DYNAMICS IN LEADERSHIP DEVELOPMENT

Effective leadership in business is a complex equation, but it always includes the ability to skillfully manage Human and Business Dynamics. Cultivating both domains is a critical component of Leadership Development.



WHY ARE BUSINESS DYNAMICS IMPORTANT?

Business Dynamics is the interplay between the market, industry, organizational strategy, and business priorities. Mastering this domain requires a combination of both technical and strategic skills.

Strengthening Business Dynamics is best achieved through experiential learning that is realistic, relevant, and immersive – which leads to lasting outcomes that support keen analytical, strategic, and systems thinking, with the power to leverage these skills toward the execution of business objectives.



DEVELOPING THE FOUR DIMENSIONS OF BUSINESS DYNAMICS THROUGH LEADERSHIP DEVELOPMENT

MARKETPLACE

Leaders must understand their industry, including market context, competitive landscape, and trends/forces shaping the landscape.

TEAM

Mastering the structure, function, and operations of teams is critical in building business acumen and delivering on goals.

ORGANIZATION

Without a firm understanding of the business model, organizational design, and inter-workings across their companies, leaders simply cannot be effective.

INDIVIDUAL

A leader must master the technical requirements of their role in order to effectively guide others.



MARKETPLACE

Develop business acumen with activities that ask participants to analyze data, weigh priorities, and respond to market changes.

SAMPLE ACTIVITIES

- MARKET AND COMPETITOR ANALYSIS
- PRICING STRATEGY WORKSHOPPING
- PRODUCT PRIORITIES DEVELOPMENT

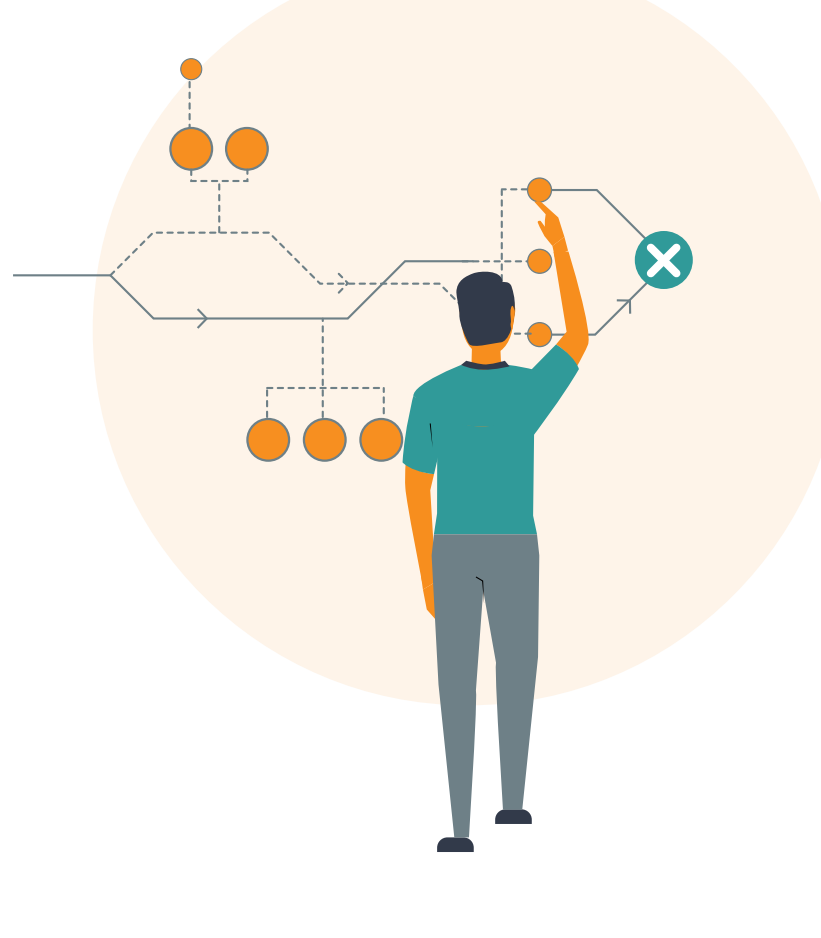


ORGANIZATION

Understand your organization like never before when you get under the hood to identify areas of weakness and learn how to help a business thrive.

SAMPLE ACTIVITIES

- BUDGETING ACROSS FUNCTIONS
- LONG TERM CAPITAL PLANNING



TEAM

See how leadership affects every level of the organization as you practice aligning strategy and operations from the team level all the way to the top.

SAMPLE ACTIVITIES

- CROSS-FUNCTIONAL TEAM BUILDING
- ALIGNMENT OF TEAM PRIORITIES TO BUSINESS STRATEGY

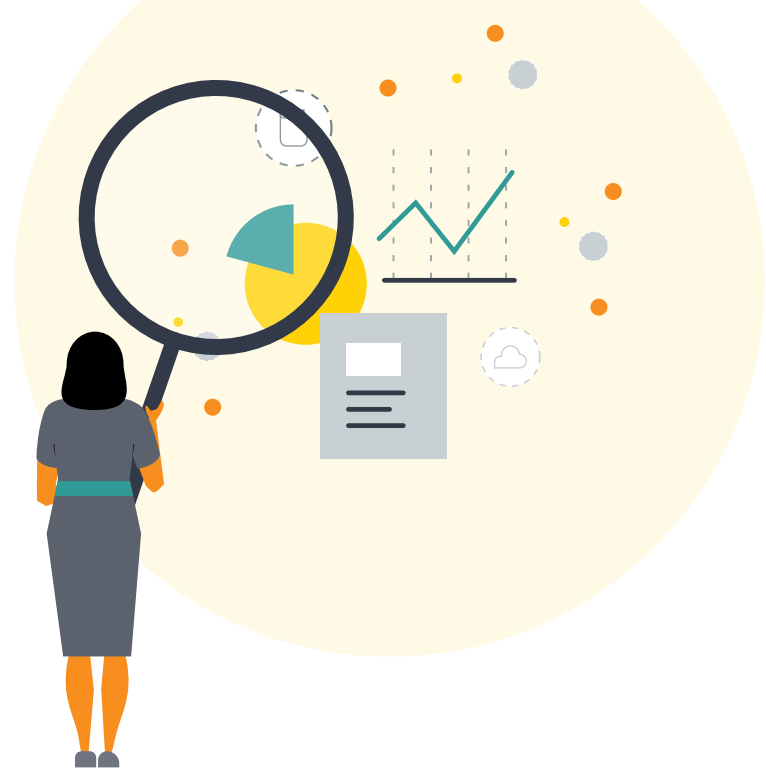


INDIVIDUAL

Get to know your role, your organization, and your industry with foundational skills and thinking that lay the groundwork for exceptional leadership.

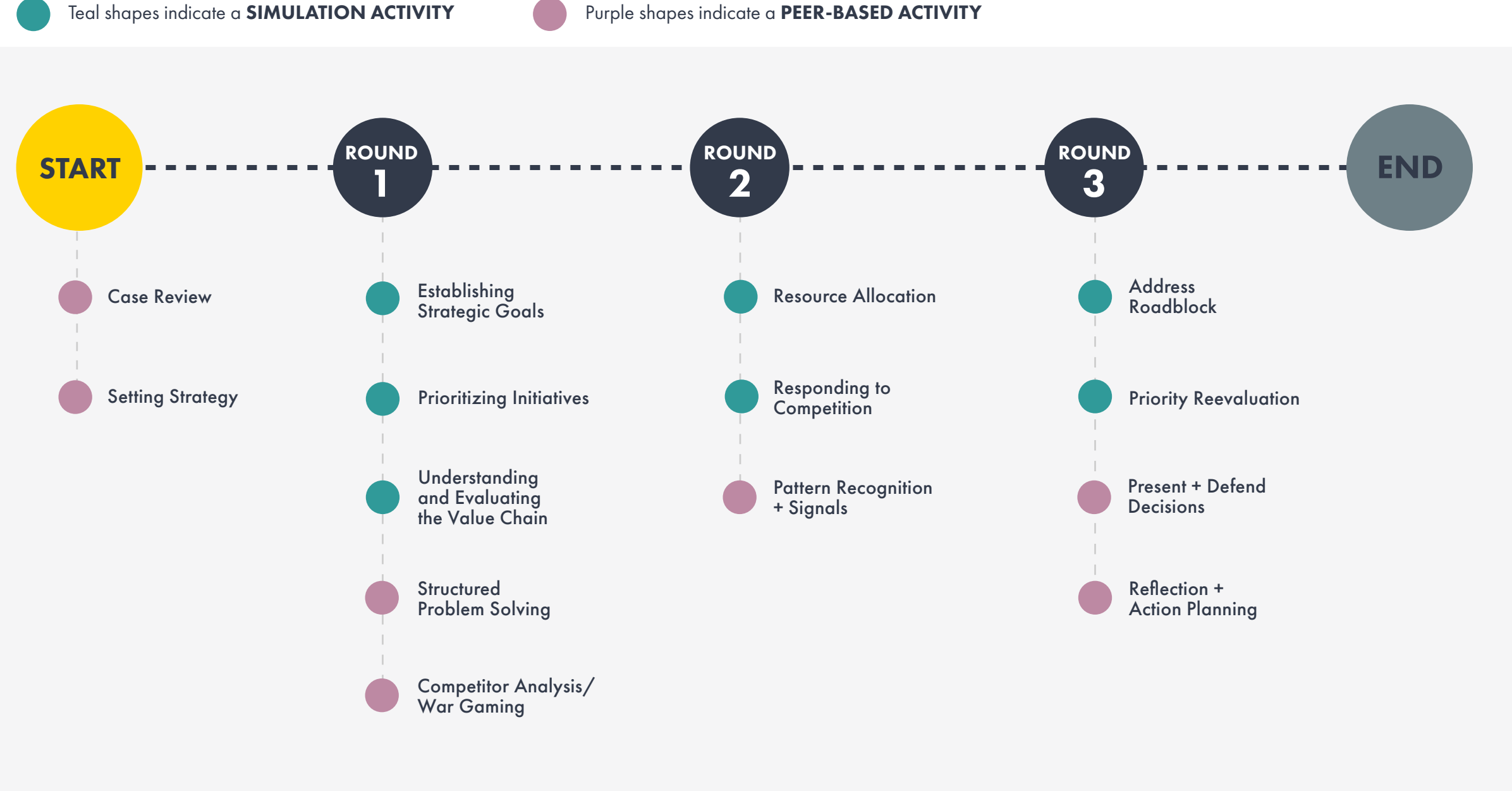
SAMPLE ACTIVITIES

- FINANCIAL ANALYSIS AND PROJECTIONS
- MARKET DATA ANALYSIS
- ORGANIZATIONAL DATA ANALYSIS



HOW IT COMES TOGETHER

Here is an example of a program that is built around Business Dynamics:



THE BENEFITS OF LEADERSHIP DEVELOPMENT PROGRAMS THAT SUPPORT BUSINESS DYNAMICS

Better Alignment of Decisions with Organizational Strategy

See how your own decisions affect the business as a whole, and adjust behaviors and activities to advance goals that drive the market.

Effective Balancing of Short + Long Term Results

Anticipate the impacts of your actions and develop solutions that serve immediate needs while contributing to long term success.

Enhanced Cross-Functional Collaboration

With heightened awareness of business processes and structures, achieve smoother cooperation across teams that can lead to surprising innovation.

Improved Strategic Thinking + Systems Thinking

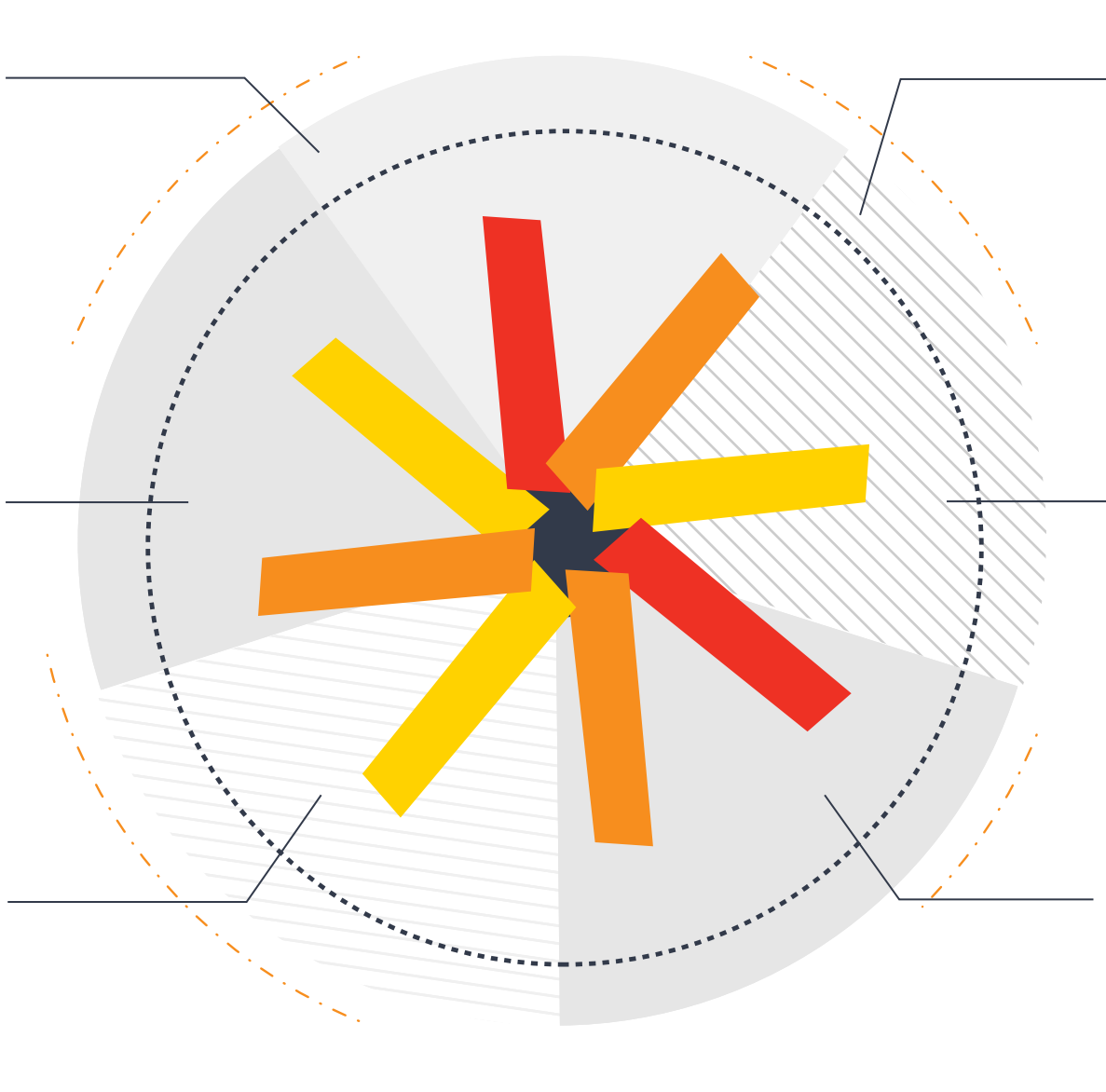
Think like a business owner with full understanding of the global ecosystem, market context, business relationships, and financial dependencies.

Effective Use of Data in Decision-making

Hone the ability to identify, leverage, and respond to risks to maximize positive outcomes while protecting assets.

Greater Capacity to Manage Risk + Reward Tradeoffs

Hone the ability to identify, leverage, and respond to risks to maximize positive outcomes while protecting assets.



BUSINESS DYNAMICS PROFOUNDLY SHAPE WHOLE LEADERS.

"The interaction with colleagues from different divisions and countries was of great value. The program itself will have a high impact on my performance."

"To share different experiences, to work with a dynamic group with lots of experience and to show that we have great leaders increased my motivation."

"I am walking away knowing that a clear strategy is critical for an organization to build from, and execution is equally critical."

"I now know that many of my colleagues also face similar challenges and we will find a way to solve it together."



IT WAS INSPIRING NOT JUST TO IMPLEMENT SOME OF THE LEARNINGS, BUT TO SET THE AMBITION HIGH AND ACHIEVE GREAT GOALS. I'VE BEEN USING AND IMPROVING MY SKILLS SINCE THE PROGRAM.

– Global Manager in the Healthcare Industry

BETTER LEARNING. BETTER LEADERS. BETTER PEOPLE. WITHIN YOUR REACH.

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