



Arabian Institute For Training

Integrated Management Thinking

INTRODUCTION

- This Integrated Management Thinking training course focuses not just on managers making competent decisions but also ensuring those decisions will enable rational growth for their organisations. Integrated thinking involves managers working in unison to understand, identify and plan their alignment to the corporate strategies. To do this manager must understand the Business Model from governance to risk management, from strategy to internal controls. It is about value creation that supports long term sustainability.
- Consequently, the course develops and improves management skills and competencies in tactical thinking leading to greater creativity and innovation, change management, strategic growth, and financial acumen. This prepares managers to lead and execute change and seize opportunities. Be ready to meet the challenge of stimulating innovation and growth given the capabilities, resources, and restrictions of the 21st century.

This training course will highlight:

- Undertaking and analysing a Business Model Canvas
- Leading creativity and Innovation
- Managing and executing change
- Identifying and capturing opportunities
- Developing a financial acumen

OBJECTIVES

At the end of this training course, you will learn to:

- Implement leadership, innovation, finance, and growth strategies
 - Acquire problem solving techniques and make more successful decisions
 - Apply creative thinking to support your problem solving and decision making
 - Apply logic and rationality to problems, consider variables and determining best solutions
 - Promote new ideas, gain buy-in, and act on projects
 - Network with colleagues across different departments and responsibilities
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TRAINING METHODOLOGY

- This Integrated Management Thinking training course uses a range of approaches to learning, including experiential group activities, individual exercises, mini-case studies, role plays and syndicate discussions. Formal inputs are used to introduce underpinning theory. A key part of the learning process is sharing the differing experiences participants bring, as well as experimenting with novel – and sometimes challenging – techniques.

ORGANISATIONAL IMPACT

Delegates returning from this course will have developed their ability to make sound decisions that will support rational growth in their organizations.

- Knowledge about the business, market, and competitors
- Knowledge management in an integrated and constructive system
- Improved problem solving and decision-making to achieve corporate objectives
- Manage innovation and change successfully
- Valued added workforce relationships leading to greater productivity
- Identification and proactive capture of opportunities

PERSONAL IMPACT

Delegates will develop integrated thinking skills which will enable them to work in unison to understand, identify, and then plan for a sustainable company.

- Understanding of the business model leading to improved productivity
 - Value added financial acumen leading to greater business opportunities
 - Improved problem solving and decision making
 - Greater unison between managers leading innovation and change
 - Stronger work environment leading to greater engagement
 - Improved confidence through 'shared' management & leadership
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WHO SHOULD ATTEND?

This course is a perfect opportunity for managers and executives to update knowledge, and to gain exposure to latest benchmarks and best practices. This course is suitable to a wide range of professionals but will greatly benefit:

- Those identified as forthcoming managers
- Current managers and leaders
- Heads of Department
- Senior Managers
- Professional involved in value creation and sustainability

Course Outline

How do we Sustain our Business?

- Undertaking and analysing a Business Model Canvas
- Connecting departments
- Improved internal processes
- Increased integration of senior management
- Better articulation of the strategy and business model
- Creating value for stakeholders

Leading Creativity and Innovation

- How our thinking works in respect of creativity and innovation
- Difference between vertical and lateral approaches
- Methods of testing ideas for practicality and relevance
- Apply the more fluid style to the left and right hemispheres of the brain
- Recognise and cope with obstacles to creativity in the mind
- Understand the limitations and applications of conventional problem solving

Managing and Executing Change

- What makes change so challenging?
 - Understanding and applying The Change Model
 - Develop the mindset of responsibility
 - Put your values into action
 - Demonstrate discipline
 - Champion learning and growth
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Identifying and Capturing Opportunities

- Five-Step Strategy Model
- The Strategy Diamond
- The Balanced Scorecard
- Five Forces – assessing the balance of power in a business situation
- Red Ocean – Blue Ocean
- Diversification – reducing business risk

Developing a Financial Acumen

- Understand the Organization
- Understand Resources and Suppliers
- Understand Customers and Competitors
- Stay Up to Date on Industry Developments
- Evaluate and Prioritize Projects
- Business Action Planning



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