

business planning & implementation

fmi course number: ED03

Duration
2 days

.....course overview

In today's increasingly competitive business environment executives must be able to demonstrate that business decisions are based on clear targets and sound planning. The ability to develop and implement business plans is nowadays a key requirement for all executives.

This extremely practical course is unique in that it enables participants to contribute to their organisation's business planning during the workshop and so "learn while doing". It can include case studies and examples developed in the participants' own organisation.

The program provides a framework for developing a business plan tailored to the needs of the business unit. Techniques for carrying out situational analyses are provided together with useful analytical instruments. The program then looks at key areas of planning such as sales, marketing, operations, finance, Human Resources etc.



This course can be tailored as an in-house program to reflect the key business planning issues faced by executives in the organisation.

.....key content

- The purpose, format and qualities of a successful business plan
- The development process for business planning and writing
- Situational analysis approaches and tools
- Consultation with stakeholders
- Developing strategies into plans
- Setting business targets and Key Performance Indicators
- Marketing plans
- Sales plans
- HR plans
- Resources plans
- Operations plans
- Safety plans
- Financial plans
- Contingency plans
- Implementation and monitoring of business plans

.....what objectives can I achieve?

1. Value the purpose, format and qualities of a successful business plan
2. Identify the development process for business planning and writing
3. Identify situational analysis approaches
4. Consult with stakeholders
5. Develop strategies into plans
6. Set business targets and Key Performance Indicators
7. Write business plans for marketing, sales, HR, resources, operations, safety, finance and contingencies
8. Develop strategy for implementation and monitoring of business plans



Who this course is useful for

All executive managers or those working towards becoming an executive manager

Resources for this Course

A **Learning Guide** is provided for this course. It contains notes and can be used for participant's own notes.

Assessment

There is no formal assessment in this course

Dates and locations

Course Dates: Sydney
For dates please see FMI Public Course Calendar at www.frontlinemanagementinstitute.com.au

Time: 9am to 4.45pm

Location is close to Sydney CBD. You will be advised of the exact location by email one week prior to commencement.

Fees

For fees please see FMI Public Course Calendar at www.frontlinemanagementinstitute.com.au

Corporate Versions of this Course

This course can be tailored for corporate requirements as an in-house course.

Booking

To book, phone +612 9281 2635

Email fmi to find out how we can help you:
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