

# STRATEGY AND COMMERCIAL ACUMEN

ENVIRONMENT for businesses that value learning and development of future leaders

EXPERIENCE by practicing skills learned with peer support

EXPOSURE by observing how others apply the skills

EDUCATION by learning the theory and applying the learning

EMBEDDING skills post program through application on the job

**streamwise**  
LEARNING

# STRATEGY AND COMMERCIAL ACUMEN

**IN COMPANY**  
for teams of 16-25  
(4x4 up to 5x5 teams)  
we can tailor a program  
for you.

**2-day knowledge and skills development program to enable you to lead business units strategically, competitively and commercially.**

## Course Duration

2 Day Workshop

## Delivery Mode

Face to Face, Interactive and  
Non-residential

## Price

\$1,795 + GST

The Strategy and Commercial Acumen program equips you with the knowledge and skills to build a competitive strategy for your business. It helps you understand what's required for organisational success, to break down internal barriers and silos, and create energised leaders that accept collective accountability for results.

REQUEST MORE INFO

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## Learning Outcomes:

- Enhance your ability to think strategically and more holistically about your business and industry
- Enhance your readiness to make a contribution to the leadership of your business
- Learn a framework you can apply immediately
- Build your knowledge on financial imperatives
- Accelerate your understanding of the relationship between Sales, Production and Finance and why this is essential to success
- Experience a realistic business simulation that challenges you to set an appropriate strategy, execute against the strategy and make adjustments in

## Is this program right for you?

This program will enable you to:

- Build a greater strategic presence at the leadership table
- Lead better organisational relationships and culture
- Be collaborative internally and competitive externally
- Look across internal organisation silos and lead conversations for the collective benefit
- Be challenged to perform in a competitive simulation activity

## This program is for:

- Senior Managers that have responsibility for a business segment
- Managers and emerging leaders with aspirations to achieve a Senior Manager role



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# WORKSHOP OVERVIEW

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## Day One:

**“Very valuable to me, especially going through the simulation process and understanding strategy outcomes and execution.”**

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- Insights into developing a strategic approach
  - Learning and following a framework for developing strategy
  - Competition, Differentiation and Positioning for success
  - How to operate as a leadership group creating a strategic plan
  - Business simulation years 1 and 2
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## Day Two:

- Business simulation years 3 - 6
  - Seeing business across functions – sales, production and finance
  - Learn, Do and Reflect on the execution of strategy in the business simulation
  - Preparing to apply the learning back on the job
  - Post course access to single person simulation to reinforce learning
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## What's Included:

- Comprehensive course materials (come prepared for doing)
  - Morning tea, lunch and afternoon tea
  - Post course access to single person simulation
  - Post course access to on-going support
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## Our Facilitators:

Our facilitators are experienced practitioners with a robust mix of academic, learning and development, and front line practical expertise. We believe the development of future leaders in business is an on-going need that flourishes in businesses that have a learning environment which builds on experience, exposure and education opportunities and embeds learnings, skills and behaviours back into the workplace.

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## Contact:

For more information about the program or any general information about Streamwise Learning please contact:

**Anita Pike - Program Manager**  
**Streamwise Learning**  
**+61 2 8324 1343 or +61 411 238 883**  
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## Payment Options:

We require full payment to be made upfront prior to attending the learning program.

Payment options we offer include:

- Credit Card (Visa/MasterCard/Amex)
- Direct Deposit (EFT)
- Cheque



# IN-COURSE BUSINESS SIMULATION ACTIVITY

In-course activity



## Situation

Working in a team and competing against others you will progressively take overall accountability for a manufacturing and distribution business. You will set your strategy, implement it, review it and adjust it, if and as required, working over six completed financial years to become the leader in the industry.

## Course of Action

In small cohorts (3 - 5 people) you will analyse information, make forecasts and decisions, align output and sales, expand or contract your operations, finance or repay as required using either debt or equity, and pay a return to your investors to maintain their involvement. Key decisions will include deciding how to change or improve the products and / or markets you will participate in.

## Results

Each year you will review your current and competitive position before moving into the next financial year. You monitor outcomes against the strategic direction you set at the beginning. Will you achieve or exceed your expectations?



“Strategy is style of thinking, a conscious and deliberate process, an intensive implementation system, the science of insuring future success.”



- Dr Pete Johnson