

ComSIM

Female Leadership and Business Acumen

Special integrated Female Leadership and Business Acumen Programme designed to develop a bigger picture orientation, understand the changing market environment, acquire financial acumen and to enhance your personal effectiveness.



ComSIM is an integrated leadership and business acumen programme with applied business simulation to align females in the workplace to business strategy and inter-personal effectiveness. It is aimed at female managers, supervisors and high potential staff members.

The ComSIM experiential learning process takes participants beyond knowledge and into performance - it allows them to interact with the problems, investigate options, consider possible outcomes and, of course, to implement solutions and evaluate the actual outcomes.

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| <ul style="list-style-type: none"> • Highlight the linkages between strategy, efficient operations, logistics, distribution, branch/franchise support and required business outcomes for all stakeholders • Create an understanding for the importance of cross-functional collaboration to improve efficiencies, manage for results and to optimise organisational performance • Make better business decisions considering operational efficiencies, warehousing, distribution and overall profitability | <ul style="list-style-type: none"> • Understand the profit drivers in your business and how to influence them • Understand how a total quality orientation benefit the customer and your new business alike • Support performance measurement as a hands-on tool to not only measure your success, but to see it as a tool to measure the implementation of your business plan. • Create an understanding for the reasons for business improvement and performance. |
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Using experiential learning as learning methodology, ComSIM was designed to provide participants with a practical, hands-on learning experience and with immediate back-to-the workplace applications. Its pragmatic approach allows for experience to be shared amongst each other and with strong coaching underpinnings.

ComSIM is ideal to support MDP programmes.

The instructional design principles underscoring the ComSIM process supports clearly defined learning objectives identified by the client. The flow of the programme is linked in a progressive manner to the overall programme objectives, work experience of participants and aligned with the specific objectives of the program

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Female Leadership and Advanced Business Acumen

The ComSIM Outcomes:

The ComSIM integrated female leadership and advanced business acumen programme focus on transferring business acumen (or business ability) skills to females in the workplace. It deals with understanding the responsibilities and opportunities of females in the workplace - the activities in the simulation programme will include outcomes in leadership, inter-personal effectiveness, people management and motivation, marketing and sales, revenue generating and manage the finances, including cash flow and capital expenses.



Included in the programme is the BTLS Business Thinking Styles - a modern version thinking styles profile that describes your normal and workplace thinking styles, as well as your approach to leadership and coaching. The BTLS makes it easy to direct yourself towards inter-personal effectiveness.

ComSIM also creates an understanding of the challenges that females have in the workplace, but works positively to empower females at all levels. Throughout the programme participants will experience how their actions influence the business and how to create business impact.

ComSIM Supports other learnings: The programme supports other training interventions as a practical application of learned theory. The instructional design of ComSIM is such that it breaks down barriers, promote critical analysis and problem solving and with immediate back-to-the-workplace applications. The simulation includes selective role-plays for real-to-life negotiation experiences and include inter-personal effectiveness as part of the program (the BTLS Business Thinking Styles tool is exclusively used for this).

Why is ComSIM Business Acumen for Females so unique?

The ComSIM Advanced Business Acumen Programme focuses on understanding the total output needed by women in the workplace to ensure a positive contribution towards business success.

"ComSIM provides females with the context and skills about understanding her role in business and how inter-personal effectiveness and advanced business acumen skills influence and contribute to having business impact - a powerful way for females to advance themselves and ultimately the growth of the business." Dr Christiaan Mostert, CEO

What ComSIM Acumen is not...

ComSIM is *not* a technical simulation. For instance, it is not a production simulation nor just a sales simulation. It is also not a board game or click-and-play computer game, as business life is not!

And what it is... ComSIM is an intensive and practical learning programme specifically designed to provide females with real-life business acumen experiences, negotiating business issues, responding to the market, make things happen. We call it *"To understand and experience the fundamentals of business effectiveness - how everything fits together and how your actions influence the bottom-line"*.

"From training to new behaviours"

Business Simulation Planning: A Whole Business Approach



ComSIM for Females: Target Participants

ComSIM is ideal for training in entrepreneurial orientated companies:

- Newly appointed female managers and supervisors in the business units/organisations.
- Established female managers/supervisors wanting to grow and expand their world
- Entrepreneur businesses with female owners or heads of departments
- Financial institutions involved with the funding of female owned businesses
- NGO's and other not-for-profit organisations
- Minorities or disadvantaged groups.

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