

From Learning to New Behaviours

Brief Overview:

The MLS Integrated Business Development Programme (IBD) is an unique and advanced business acumen learning programme that aims to provide participants with skills to develop the necessary confidence, business acumen and inter-personal effectiveness to positively pursue organisational change.

The programme follows a strategic approach to business acumen with an integrative approach to management skills and inter-personal effectiveness.

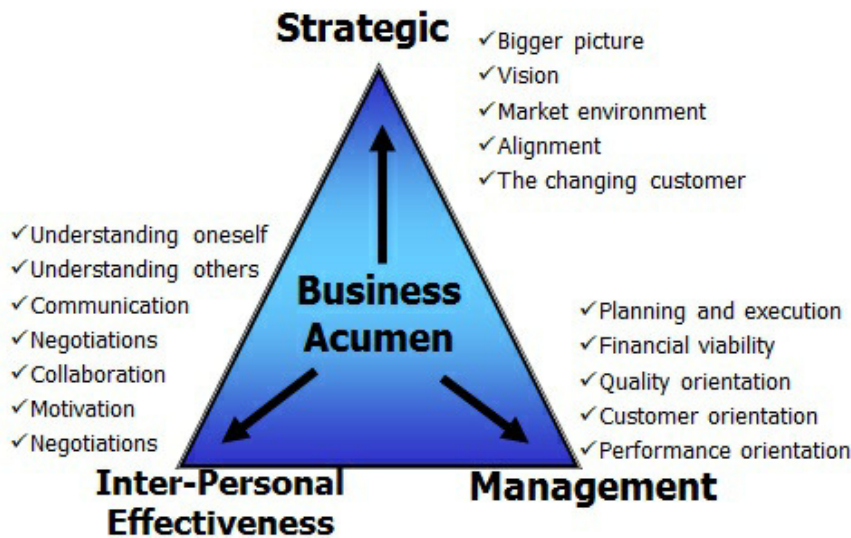
Strategic Alignment and Change:

The MLS Integrated Business Development Programme provides participants with important context regarding strategic alignment and the required change management to adapt to a changing market environment and to achieve organisational goals.

The MLS approach provides a powerful way to effectively change workplace behaviours and to understand the reasons for strategy changes. It utilises a performance management orientation to support the key drivers for business success and to align workplace actions to strategy.

Integrated Development

ComSIM Business Advanced Business Acumen



Programme content:

The MLS Integrated Business Development Programme includes:

1. **BTLS Business Thinking and Leadership Styles**, a modern business orientated thinking styles profile in inter-personal effectiveness, innovation, coaching and leadership
2. **Shadowmatch workplace habits profile** that includes benchmarking of the work habits of proven successful people in specific work areas
3. **ComSIM Business Acumen programme with applied business simulation**. Focused experiential learning with immediate application of learned theory. ComSIM represents a live case study with dynamic decision-makings and outcomes.

Powerful Programme Outcomes:

- Understanding oneself, and how you relate to your colleagues & customers
- Understanding your approach to coaching, leadership and change
- Understanding your workplace habits, comparisons with benchmark peer groups and identifying possible personal development areas (with PDP's)
- Developing various work area benchmarks that can be used for precision staff recruitment, staff re-allocation, multi-matching
- Develop a performance and customer centric orientation
- Understanding the bigger picture in business
- Understanding the changing market environment
- Developing financial acumen

Ms Karen Nel
 Programme Manager
 Market Leadership Systems
 Email: karen@comsim.co.za
 Mobile 083 600 9725
 www.comsim.co.za / www.thinkingstyles.biz