

Business Acumen

*Building Competence
for Leaders & Teams*



COURSE OVERVIEW

Business acumen reflects the skills and competencies that every business person needs to contribute to the company's goals effectively. In this course, participants build business acumen by being immersed in a realistic, industry-specific scenario that provides insights into their market and the skills needed to identify and problem-solve future uncertainties. Working as a team, participants plan and react to situations and external forces beyond their control and understand the impact of decision-making within their organization and across the value chain. By applying critical and creative thinking, participants strengthen their leadership competencies.

In this class, participants will:

- Learn how to identify signals and key market changes that could impact organizational strategy and outcomes
- Analyze multiple sources of industry information and respond to realistic market forces that can impact the business
- Practice responding to challenging issues and respond to emerging trends

**Leveraging best-in-class experiential learning,
our solutions are effective, fun, and easy to deploy.**

PROGRAM DETAILS

All courses include expert facilitation. Metric-focused assessments are available.

TARGET AUDIENCE

Senior leaders
Mid-level leaders
First-time leaders

IN-PERSON DURATION

1 day

VIRTUAL DURATION

3 sessions
2.5 hours per session

COMPETENCIES



**Leadership
Development**



**Business
Transformation**

We're your partner in delivering best-in-class experiential learning to your stakeholders.

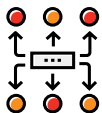
Our flexible formats allow you to customize learning journeys to fit your needs, right-sized for your business. As well, each course is delivered by seasoned facilitators who keep learners engaged and challenged and inspire new ways of thinking.

In this course, participants learn how to:



UNDERSTAND BUSINESS DYNAMICS

Participants engage in a gamified learning experience by diving into a fictional company's context, budget, challenges, and industry ecosystem to better understand the business dynamics of their industry.



DEVELOP A COMPETITIVE STRATEGY

Working as a team, participants determine their competitive strategy by identifying risks, opportunities, and performance indicators to elevate industry insights and practice problem-solving.



PRESENT AND DEFEND THEIR THINKING

Under time constraints, participants create an informal presentation of their team's strategy and defend their decisions, enabling reflective learning and competitive engagement.

After taking this course, participants will be able to:

- **Understand industry trends and changes** that directly impact outcomes
- **Identify opportunity and mitigate risks** through critical examination and analysis of market forces
- **Make better, more strategic decisions** that positively impact the organization

25+

Fortune 500 customers

50+

awards

200+

programs

1.2M

learners across 6 continents

Ready to transform your learning experience?

We're here to help. Learn more about our ready-to-deploy programs.

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 **THE REGIS COMPANY**

We provide best-in-class experiential learning solutions that are effective, fun, and easy to deploy.

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