

Driving Better Performance

Date: 2017-07-05 - 2017-07-07

Venue: Tata Management Training Centre, 1, Mangaldas Road, Pune 411001

Overview

Organizations struggle to develop managers who deeply understand what it takes to drive consistent business results. Many managers are focused on their specific domains and they rarely think about the interrelationships between various functions in their organization. However, it is critical for them to understand the impact of their decisions on other functions, and on the organization as a whole.

Objectives

This program is focused on three critical elements -

1. Understanding of various business drivers
2. Identifying key business drivers and using them to get better results
3. Understanding how the approach to decision making changes once key business areas such as strategy, marketing and finance are better understood, and when the considerations of these functions are taken in to account.

The program also focuses on developing an appreciation for how better business results are achieved through collaboration.

Methodology

The program is designed to broaden participants' perspective, about how to drive business results across various teams and functions in the organization.

- This will be illustrated effectively through a simulation, as well as class discussions based on practical situations that business managers typically face
 - The learning will be further embedded through case study analysis, role plays, group activities, and faculty-led lectures.
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Who Should Attend

This program is designed for mid-to-senior level executives who are responsible for managing projects, major initiatives, or activities within a specific function. This program will also be

beneficial for managers who are interested in general management roles.

Benefits

Participants will take back a greater understanding of what determines overall business results, and a better appreciation for the following -

1. How primary business drivers contribute to enhance business performance.
 2. The implications of selecting the secondary business drivers.
 3. How collaboration between business domains can drive better results, in various situations.
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Fees

Rs. 36,000/- (Thirty Six Thousand only) per participant plus taxes as applicable.

Full participant fee is payable against pro-forma invoice which will be sent upon receipt of nomination(s).

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