



Rapid Business Improvement™

Using the **Business Improvement Review** as a management and strategic tool

A one day workshop

Most directors and senior managers accept the importance of business direction being clearly understood by everyone in the organisation, so that staff understand how they can play their part. However, in practice it can be difficult to find ways of doing so. In addition, directors and senior managers have not only to inform people, but also to:

- Gain and sustain the commitment of team leaders and staff
- Drive day to day actions throughout the organisation in order to deploy the strategy or policy
- Gain feedback on whether strategy is working in practice.

For strategy to be successful it must be measured. It is increasingly accepted that success comes from balancing financial measures with other kinds of measure for example, customer satisfaction, internal processes and staff development.

When these measures are in balance, they not only inform the board, but can be used throughout the organisation. Thus, each team and individual focuses on the essentials which drive strategy.

In addition to balance, congruency with culture is also essential. The BIR will help you to achieve this with your clients.

This intensive day will:

- Give an overview of the BIR instrument & process
- Enable you to experience first hand the diagnostic tool
- Learn first and second order interpretations
- Give examples of best practice
- Show the common pitfalls and how to avoid them
- Enable participants to assess the merits of the approach for their own organisation and clients
- Provide "hands-on" experience of useful tools and techniques.

Delegate Materials:

All delegates receive a comprehensive set of materials for use during the day. These will also provide an on-going source of support and reference. Additionally participants will receive enough materials to carry out three separate reviews on different organisations.

Participant numbers are limited to between 6 and 8 people. This is to ensure that we maintain the high levels of participation needed for the delivery of a value added process.

This intensive seminar is suitable for:

Consultants, Business Advisors, Key Account Managers and Change Agents. Bespoke training programmes can be designed and delivered to facilitate the introduction of this diagnostic tool and business development skills. Please contact us to discuss your details.

Call for details on in-house or public programmes.