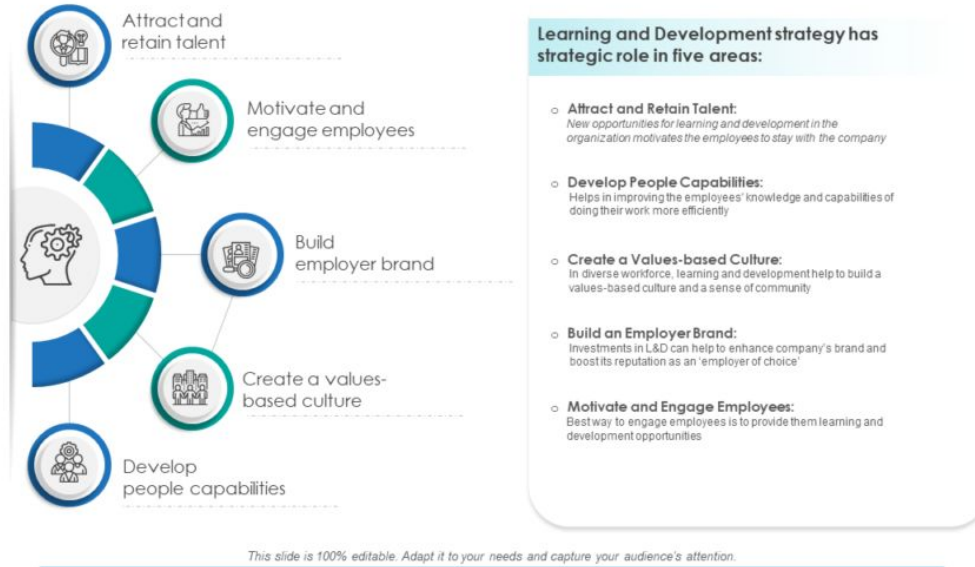


Key Learning templates

Key Areas of Learning and Development Strategy



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- Leadership and management must work together.
- They are not synonymous.
- They are, however, inextricably linked and complementary.
- Any attempt to separate the two is likely to create more issues than it solves.

Learning Key Skills in Leadership Management



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- The ability to delegate, inspire, and communicate effectively are all valuable **leadership skills**.
- Other qualities of a leader include honesty, confidence, commitment, and creativity.
- Executives in IT are frequently expected to be jacks of all trades.

Learning Key Skills in Leadership Management



Thinking Critically, Making Decisions, Solving Problems

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Building and Managing Teams

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Communicating Effectively

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Handling Conflict

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Delegating Successfully

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Managing Time

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BD & Marketing :

- Marketing and business development are distinct functions with distinct responsibilities.
- Business development, at its most basic, is concerned with business relationships and strategic partnerships.
- Marketing is concerned with communication and customer targeting.

Organizational Learning and Development Framework with Key Programs

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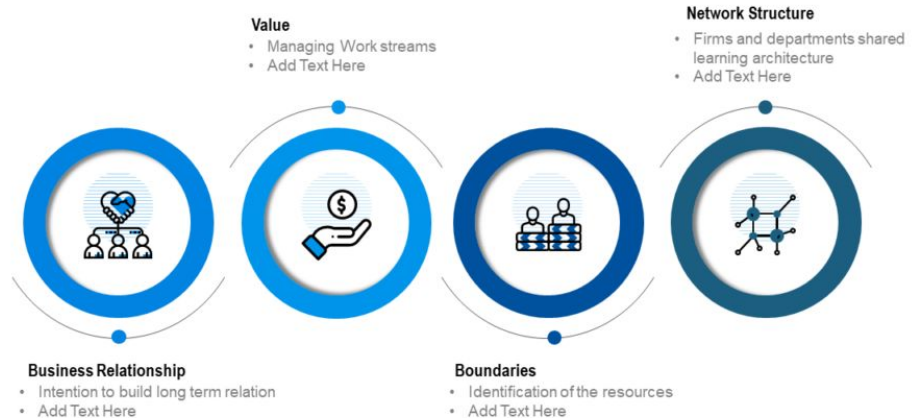


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- Collaborative Learning is a training method in which employees share their knowledge and expertise while simultaneously teaching and learning from one another.
- This group learning improves training by leveraging each employee's skills, ideas, and institutional knowledge.

Strategic Shared Learning Across Four Key Areas

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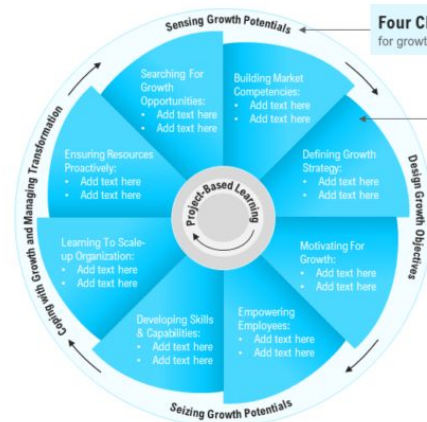


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- Growth levers are strategies or tactics that a company can use to accelerate its growth.
- These can range from increasing the number of customers to improving customer retention, expanding into new markets, and launching new products or services.

Project Based Learning Growth Levers With Key Challenges

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Four Challenges
for growth-management

Eight Growth –Levers
as starting point for a targeted development project

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FAQs

What are the type of leadership skills?

- Autocratic.
- Democratic.
- Laissez-faire.
- Transformational.

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What does **BD** do in a company?

- Business development managers are in charge of driving a company's growth.
- They build a network of contacts in order to attract new clients, research new market opportunities, and manage growth projects, making sales projections and forecasting revenue in order to meet projected income.

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What are the four business levers?

To increase a company's profitability, a manager can only pull four levers:

- sales
- variable costs
- fixed costs & price.

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ABOUT US

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