

GET READY TO *GROW*

Having survived the worst of the recession, it is now time for many SME's to look forward to future growth by critically looking at where the business is now and what it needs to do to grow profitability.

Objective of the programme

To assist businesses to plan with confidence and clearly identify and make sense of the challenges they will face.

What is involved?

3 x half-day workshops
3 x one-to-one consultations

Base Line Audit visit

Participants identify resources available to the business in terms of finance, people, knowledge, experience.

Understanding the Profit Dynamics

- Key dynamics of profitable growth
- Differentiate, maximize price, control costs
- Efficiently service customer needs
- Manage cash flow.

Make Sense of the Market Opportunity

- Convert market opportunity into sustainable business.
- Build strong customer relationships, by understanding people issues and developing a customer focus.
- Become a solution provider to your customers.

Develop an effective business strategy

Understand what changes need to be made and how to efficiently assimilate these changes into the business

Step Action Plan

- Prioritise areas for immediate attention.
- Decide on short term steps.
- Consider and agree medium term actions.
- Document long term challenges.
- Assimilate required change into the business.

Extended DiSC® Analysis

- Understand key decision making, communication, leadership & team dynamics.
- Align business goals with personal performance improvement plans.



Find out more by contacting us at:
the Corporate Planet®

e: info@thecorporateplanet.ie

t: 049 4371500

w: www.thecorporateplanet.ie

