

## What's your Competitive Advantage?

As the leader of your business you are faced with many challenges, you have not just to ensure that the business is right for today's market but also for the future. In these changing times this is incredibly challenging. The DPP Skillnet has made available to its members a limited number of Support Programme using proven practices from the best performing SME businesses. Delivered as a One Company dedicated programme, it will give you the support and coaching to review your present Business and develop your plan for the future.

## What will it do for you?

This programme is designed specifically with the owners and the management teams in small to medium businesses in mind. It is not theory or academic. It is practical and deals with the real issues in business. It is delivered by a team of people who have real experience in business and proven track record.

- A clear and compelling strategy developed and agreed by the management team
- The Organisation structure aligned with the strategy
- Clear roles and responsibilities for the manager's reviewed and signed off
- Clear implementation plan in place
- Business critical KPIs agreed and reporting mechanism in place
- Agreed practical disciplines that will ensure on-going focus and execution

Throughout this in-house programme, you and your team will be given **practical solutions that can be applied immediately to your business** through the dedicated support of professional trainers and mentors.

### WHO SHOULD PARTICIPATE

Members of the management team in your business, preferably including the business owner or managing director.

### SUBSIDISED COURSE FEE

In Response to the Covid 19, DPP Skillnet has heavily funded a number of these Programmes for Printing Companies.

Your Cost **€295**

## ACT NOW

To secure a programme for your company, Please contact Brian Colleran.

**LIMITED AVAILABILITY**  
Programmes allocated on a first come basis.

**DPP Skillnet**  
- **Brian Colleran**  
E [brian@dppskillnet.ie](mailto:brian@dppskillnet.ie)  
T +353 (0)87 292 8900

Gain competitive advantage through our subsidised training supports and programmes.

[www.dppskillnet.ie](http://www.dppskillnet.ie)

## Look forward to:

- An action-focused programme delivered typically over 2 months
- Experienced business mentors and trainers
- **On-line workshops** using the futureSME business model
- Limited number of Programmes available



## THE PROGRAMME DETAILS

### INDIVIDUAL COMPANY SESSION

#### **1** WORKSHOP 1 **Developing Strategic Capability** Duration: 90 minutes

- Understand Strategic Planning and how best to apply it to your company
- Outline of the "futureSME" methodology.
- Discuss the flexibility of the "futureSME" model and plan our way forward

### INDIVIDUAL COMPANY SESSION

#### **2** WORKSHOP 2 **Develop Focus** Duration: 90 minutes

- Build your Visual Strategy Map including Vision, Mission, Values – **Optional**
- Complete a Business Model Canvas – **Optional**
- Complete a SWOT Analysis – **Essential**

### INDIVIDUAL COMPANY SESSION

#### **3** WORKSHOP 3 **Strategy Development** Duration: 90 minutes

- Develop Your Goals, with the multiple discrete supporting strategies throughout the organisation
- Assign ownership for each of the strategies and agree in year and annualized deliverables for each strategy
- Gain an understanding as to the use of workplans and formulate the initial framework for the internal workplan

### INDIVIDUAL COMPANY SESSION

#### **4** WORKSHOP 4 **Strategy Development** Duration: 90 minutes

- Clarify the key metrics that will demonstrate the effective on-going development of the organization (they normally incorporate KPIs but other key results can be incorporated also)
- Complete the detailed workplan aligned with the strategies and key performance metrics

### INDIVIDUAL COMPANY SESSION

#### **5** WORKSHOP 5 **Organisation Development** Duration: 90 minutes

- Develop the organization structure that is fit for purpose in line with the strategic framework
- Develop a highly effective collaborative decision-making framework
- Devise and apply a facilitative decision making and execution approach that works with immediate effect
- Learn how to generate collective ownership focus

### INDIVIDUAL COMPANY SESSION

#### **6** WORKSHOP 6 **Leading Change** Duration: 90 minutes

- Determine how to track progress in implementing the strategy
- Agree how to address resistance to change
- Agree how to sustain momentum