

€ TRAINING

Mini MBA





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Introduction:

The Mini MBA training program offers participants a condensed yet comprehensive curriculum covering essential aspects of business management. Through a combination of theoretical learning, case studies, and interactive exercises, participants develop a solid foundation in strategic management, financial analysis, marketing, operations, and leadership.

Program Objectives:

At the end of this program, the participants will be able to:

- Demonstrate proficiency in strategic management principles and practices.
- Analyze financial statements and make informed financial decisions.
- Develop and execute effective marketing strategies.
- Optimize operations and supply chain management processes.
- Lead teams and organizations effectively, applying principles of organizational behavior and leadership.

Targeted Audience:

- Experienced professionals seeking to enhance their business acumen and leadership skills.
- Individuals aspiring to advance their careers into managerial or executive roles.
- Entrepreneurs looking to gain a comprehensive understanding of business management principles.

Program Outlines:

Unit 1:

Strategic Management:

- Analyzing market trends and competition.
- Setting organizational goals and objectives.
- Developing strategic plans and initiatives.
- Implementing change management strategies.

- Evaluating performance and adjusting strategies accordingly.
- Aligning business objectives with long-term vision.

Unit 2:

Financial Management:

- Understanding financial statements and analysis.
- Budgeting and forecasting.
- Capital budgeting and investment decisions.
- Managing cash flow and working capital.
- Evaluating financial risks and developing risk management strategies.
- Financial decision-making and reporting.

Unit 3:

Marketing and Brand Management:

- Market research and consumer behavior analysis.
- Developing marketing strategies and campaigns.
- Brand positioning and differentiation.
- Digital marketing and social media strategies.
- Customer relationship management.
- Monitoring and measuring marketing effectiveness.

Unit 4:

Operations and Supply Chain Management:

- Managing production processes and operations.
- Supply chain design and optimization.
- Inventory management and logistics.
- Quality control and process improvement.
- Sustainable operations and green supply chain initiatives.

- Managing global operations and international logistics.

Unit 5:

Leadership and Organizational Behavior:

- Understanding leadership styles and approaches.
- Building effective teams and fostering collaboration.
- Managing organizational culture and change.
- Conflict resolution and negotiation skills.
- Ethical leadership and corporate governance.
- Personal and professional development strategies.