



## Leadership For Growth- Opportunity Development Phase 2

Onsite – 40 Hours – Optimum Class Size: 5-10 participants

### Training Description:

This series of trainings is designed to provide the management team with the knowledge and skills necessary to build and implement an actionable and comprehensive innovation driven business growth program based on the principles of Smart Manufacturing. This program is focused on the advanced skills and the procedures and discipline to operationalize this framework to maximize business results and to develop a robust innovation pipeline based on customer's latent business needs. Most importantly this series of trainings will help the management team to have a clear view of their opportunities to create superior enterprise value in the business.

Participants will be trained on best practices in establishing, implementing, and maintaining an Integrated Growth Framework, which will provide financial, economic, and reputable benefits to the organization. The principal focus of this onsite training is on sustained success in satisfying the needs and expectations of the organization's stakeholders over the multi-year planning horizon.

### Training Objective

This Phase 2 Training will be focused on implementation of a challenge / solution identification process. This will entail a structured process for identifying challenges and framing the problem statements that deliver value through innovative problem solving. The incorporation of this process with identified internal and external "customers" is the basis of developing a significant opportunity pipeline for growth.

### Skill Attainment:

Participants will learn to:

- Identify and engage with internal and external customers for innovative solutions
- Co-discover key challenges to unlock potential new and existing opportunities
- Evaluate and decompose challenges by evaluating each process and performance of current systems / solutions against the requirements and unmet needs.
- Re-frame the key problems which when addressed can unlock innovative solutions
- Develop proposals for co-development with stakeholders
- Follow-up actions to engage for the development of growth opportunities derived from the proposals for co-development.