Business Acumen Leadership Workshop

The Business Acumen Leadership Simulation and learning design presents the complex, ambiguous world of numerous ongoing work activities that represent cost drivers to functional and project areas (e.g., service pool/service providing business units). As in real life, experienced managers are responsible for managing the balance between the success criteria of organizational performance and customer satisfaction while building the human capital and supporting institutional infrastructure within specific cost constraints. Often the hardest problems to solve are the ones that seem to touch so many points in the organization systems, but these are the keys to improving business performance.

The overriding goal of this workshop is to improve business and cost management awareness through effective planning, implementing, and coordinating of work within the organization – all within the context of expecting managers to accomplish more work with fewer resources, tighter schedules, and less funding. The objective is to embed management behaviors to maximize resources usage through meticulous planning with the goal of meeting customer expectations while minimizing costs.

Learning Outcomes

The Business Acumen Leadership Simulation is designed for project and functional managers and support groups. Participants need a good understanding of project management and typically have 8-15 years of experience. In this program, participants will learn to:

- Develop multi-project thinking and a strategic view of programs

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- Manage a portfolio of project priorities
- Improve enterprise project coordination, communications, and cost control
- Develop enterprise and project capacity plans
- Allocate and manage organizational and project staff
- Manage enterprise risks and opportunities
- Balance the functional and project roles and responsibilities
- Develop integrated project plans
- Improve leadership and influence behaviors

The Workshop

The workshop features a powerful multi-project simulation that participants use to plan and then implement in a dynamic environment. The simulation provides the realistic context setting for making tough decisions about project priorities, staffing, capacity planning, customer, quality, schedule, and cost issues. They encounter typical project and organizational problems such as changing priorities, contending demands, management constraints, limited resources, shortages of qualified project leaders, and the management of new project arrivals. As they make decisions in the simulated environment, they practice and improve interpersonal and team behaviors, and gain insights into multi-project thinking. Participants learn to think systematically about their project and functional roles, their dependencies, organizational and project complexities, and their responsibilities to achieve business objectives.

Target Audience

Project Managers, Team Leaders, and Individual Contributors from all organization functions, and technical and non-technical disciplines.