

WSQ - Business Management Framework



Program Title	1 st Run	2 nd Run	3 rd Run	4 th Run
Planning Strategic Vision (16 hours)	22nd Jan, 5th Feb [^] , 5th Mar [^]	10th Sept, 24th Sept [^] , 5th Oct [^]	9th Nov, 23 Nov [^] , 7 Dec [^]	
Strategic Business Planning & Thinking (3 days)	21st - 23rd Mar	11th - 13th Jun	19th - 21st Sep	
Leading Strategy Into Action (3 days)	4th - 6th Apr	2nd - 4 th July	3rd - 5th Oct	
The Sales Strategist (3 days)	25th - 27th Apr	9th - 11 th July	17th - 19th Oct	
Strategic Business Skills for Project Managers (3 days)	12-14th Feb	2nd - 4th May	15th - 17th Aug	21st - 23rd Nov
The Strategic Communicator (17 hours)	12/1 [^] , 19/1 [^] , 26/1 [^] , 2/2 [^] , 9/2 [^]	30/6 [^] , 7/7 [^] , 14/7 [^] , 28/7 [^] , 4/8 [^]		

WSQ – Leadership & People Management Framework

Program Title	1 st Run	2 nd Run	3 rd Run	4 th Run
Leading For Results (3 days)	18th - 20th Apr	1st - 3rd Aug	14th - 16th Nov	
Driving Sustainable Change (2.5 days)	26th - 27th Feb, 12th Mar [^]	10th - 11th May, 25th May [^]	6th - 7th Sep, 24th Sep [^]	6th - 7th, 21 Dec [^]

***Funding available:** Skills Development Fund (SDF) for organizations and individuals, Enhanced funding for SMEs, Absentee Payroll (AP), SkillsFuture Mid-career Enhanced Subsidy (MCES), SkillsFuture Credit.

Internationally-Recognized Certification Program

Program Title	1 st Run	2 nd Run
 IAC - Coaching Accreditation Program (30 hours)	1 st – 3 rd Feb	
 IMCB – Accredited Management Consulting Program (30 hours)	8th - 9th Mar 7/4 [^] , 14/4 [^] , 21/4 [^] , 5/5 [^]	11th – 12th Jun, 30/6 [^] , 7/7 [^] , 14/7 [^] , 28/7 [^]
Culture In The Workplace Questionnaire (CWQ) Certification - NEW!	22 nd – 24 th Feb	

Please contact us for funding schemes available.

All prices are before funding and GST

[^] Half-day

*Subjected to Eligibility. Terms & Conditions Applied.

Contact Us to Register



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The Updated
Schedule



Our Strategy Roadmap

Planning Strategic Vision

Where are we now? Where are we going? How do we get there? This facilitated strategic workshop helps senior management **validate, refine & formulate a strategic plan**. Benefit from an expert strategy facilitator and get engage in the discussion.

Strategic Business Planning & Thinking

Strategic Thinking rates as the **Top 10** most important skills for the future workforce. Join and learn a **structured strategic planning process** & get hands on experience applying those skills via a computer-based simulation.

Leading Strategy Into Action

"Developing a good strategy is hard, executing it is even harder."

This program focuses on strategic alignment, planning & implementation. Our simulations provide hands-on, experiential learning where research has shown is **15 times more effective than traditional methods**.

Our Strategy Specialization

Strategic Business Skills for Project Managers

Projects that are aligned to the business vision and strategy, enhance market performance & contribute to shareholder value often gets more support by top management.

Project Managers learn the business side of project management, and how it affects the success of the projects.

The Sales Strategist

"Strategy without tactics is the slowest route to victory. Tactics without strategy is the noise before defeat." – Sun Tzu.

Increase your topline & arm your sales team with strategic sales skills:

- Develop customer profile
- Understand & create value proposition
- Perform environmental scanning
- Understand and profile key buying influences
- Leverage account history & drive sales

The Strategic Communicator

"Communication - the human connection - is the key to personal and career success."

Effective communication is to articulate your ideas and present it in an informative and persuasive manner so that your audience will **buy-in to your idea and take action**. Participants learn this through a unique coaching-based delivery.

To Lead & To Drive Change

Leading For Results

THE Program for individual contributors transitioning to a managerial and leadership role. Developed for new managers, participants learn and exercise skills to

- Motivate & develop people
- Build team relationships & develop high performance team
- Support team in achieving results

Practice making key decisions in a safe environment via our computer based simulation.

Driving Sustainable Change

Leadership competencies evolve as business environment changes with time. Today, the capacity to lead and manage **CHANGE** is one of the most important abilities of all. Also, learn:

- How to communicate team member's roles within the framework of change
- How to empower self and teams in the face of change

Be Internationally Recognized



Coaching Accreditation Program

Acquire coaching skills to build trust, to be present, to listen and perceive, to convey meaning and feeling, to clarify and invite possibilities, and to support the **development of people's skills and abilities**. Learn the **9 IAC Coaching Masteries**. This program also leads to an Internationally Recognized Coaching Certificate.



Accredited Management Consulting (AMC) Program

This certification program provides entry for individuals with **DEEP SKILLS** into the business of consulting. Beneficial for both internal consultants and *entrepreneurs*, AMC equip participants with a **tried & tested consulting framework**. It adopts a unique learning experience as participants practice the framework via a real action-learning project.

Culture In The Workplace Questionnaire (CWQ) Certification

The CWQ™, based on the research of **Geert Hofstede**, produces individual cultural profiles. This profiler is often used by business travelers & culturally diverse team. Get certified to train and facilitate using the cross-cultural profiler endorsed by the father of modern cross-cultural research.