

## COURSE OVERVIEW

# Business *EXPRESS* – Proven Business Success Skills for Today's Graduates

### WHAT IS IT?

Forget the theory. Here are the 9 proven practical skills that will set graduates up for business success.

### WHO IS IT FOR?

Graduates who want to make an immediate business impact and fast track their career.

### WHY BUSINESS *EXPRESS*?

Why take years of trial and error to work out how business really gets done? Catch the Business *EXPRESS* now!

## OUTLINE

**Today's graduates enter their chosen professions without the critical 'human' skills required to get business done, according to both employers and graduates themselves<sup>1</sup>.**

This program teaches graduates the proven practical skills required to successfully navigate complex interpersonal environments in order to get their job done, and succeed in business.

Business *EXPRESS* gives graduates the opportunity to learn and master the skills that take other professionals years of trial and error to learn.

“ Skills gained in higher education 'contribute a third of those required' to achieve organizational goals.<sup>1</sup> ”

## OUTCOMES

Graduates that are more productive, build stronger professional relationships, successfully motivate others, and work more effectively in teams. Business *EXPRESS* delivers the right mix of 'human' skills for immediate business and future leadership success.

## SKILLS

Business *EXPRESS* focuses on development of practical business success skills in the 4 critical competency areas, highlighted by recent studies<sup>2</sup>.



### Graduates develop from:

- Tools for immediate application of each skill
- Immersion in a realistic business simulation
- Blended technology program delivery and coaching

### Your business benefits from:

- Highly motivated and productive graduates
- Improved graduate engagement and retention
- Development of future leaders

## TOOLS FOR SUSTAINED BEHAVIOUR CHANGE



**Skill Self Assessment Checklist**



**Skill Planning Template**



**Skill Application Tool**



**Competency Implementation Tool**

## COURSE FORMAT

Business *EXPRESS* is delivered by experienced business consultants over 4 cycles with each focused on one of the 4 critical competencies. Cycles are typically delivered quarterly.



## COURSE CONTENT

### Q1 COMMUNICATION

Go beyond wants, beyond personality and beyond doubt when communicating.

3 MODULES 9 Hrs

### Q2 INFLUENCE

Embrace story telling and align motivations to drive change for business success.

3 MODULES 9 Hrs

### Q3 PRODUCTIVITY

Make just in time decisions founded on real business understanding.

3 MODULES 9 Hrs

### Q4 COLLABORATION

Team up to run a real business balancing the needs of customers, staff and owners.

SIMULATION 6 Hrs

**To find out how Growline Group can help your graduates learn and master the skills that take other professionals years of trial and error, or to tailor the Business *EXPRESS* program to your specific needs, contact us today.**

<sup>1</sup> Millennials in the Workplace, Bentley University 2014, 2015 Deloitte Millennials survey

<sup>2</sup> New Vision for Education - Unlocking the Potential of Technology World Economic Forum & Boston Consulting Group 2015



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