



ENTERPRISE RISK MANAGEMENT: *Business Acumen*

ABM Risk Partnership's BUSINESS ACUMEN course provides a step-by-step process to evaluate and pursue available strategic opportunities drawing upon multiple business disciplines. It focuses on maximising opportunities within commercial, financial, and risk appetite constraints established by the Board.

Ideal candidates for this course are employees across the enterprise with responsibility for the identification, evaluation, planning and implementation of strategic business initiatives.

Contact Us:

To book, or for more information on course details and confirmed dates, please contact us by phone or email.

Anthony Wilson
anthony.wilson@abmrisk.com.au | +61 404 829 040

Brett Palmer
brett.palmer@abmrisk.com.au | +61 438 435 545

Tony Anderson
tony.anderson@abmrisk.com.au | +61 401 718 481

Course Level: ADVANCED

Duration: 4 days

Prerequisite: Enterprise Risk Management:

- ✔ Foundation Courses
- ✔ Intermediate Courses

About the Course

This course will provide a step-by-step process to evaluate and pursue available strategic opportunities, drawing upon multiple business disciplines. It focuses on maximising opportunities within commercial, financial and risk appetite constraints established by the board. The course is undertaken as a case study, simulated over a 3-year period, with participants operating in teams. Outcomes of the case study are presented to a mock Board for consideration of strategies at the course's conclusion.

Course content can be customised to client's specific requirements.

Participants will learn...

- How various disciplines across the organisation, such as Finance, Planning, Program Office and Risk Management interact with the business to identify and implement value adding strategies. Participants will learn about the drivers for profitability and the risks of decisions made to stakeholders.

Targeted Audience

All employees across the enterprise that hold responsibility for the identification, evaluation, planning and implementation of strategic initiatives.

DAY ONE

Introduction to the Acumen Program

- Course Outline, Objectives & Personal Objectives
- Elements of the program
 - Simulation Case Study
 - Feedback Sessions
 - Developing a consistent understanding of 'Risk'

Introduction to the Case Study

- Outline and Approach
- Materials
 - Operational Summary & Market Landscape
 - Balance Sheet & Financial Summary
 - Market Analysis
 - Risk Metrics and Risk Appetite Statement
 - Strategic Initiatives
- Team Selection

Case Study: Understanding the Organisation

Using the materials provided, teams will undertake an analysis of the organisation to consider overall financial health, financing constraints, risks and opportunities.

Summary to be presented by each team to mock Board in closed sessions.

Additional Sessions: Risk-Based Decision Making

Teams will be guided through risk analysis and risk appetite in decision making.

DAY TWO

Case Study: Risk Reporting

Using the details provided, teams will review the investment and strategic opportunities to consider which present the greatest value to the organisation. Teams will select from the available investment opportunities for the duration of the 3-year program, with strategic opportunities to be selected on an annual basis.

Teams will present strategic plans to the Board for consideration. Planning is assessed against various criteria, including Strategic Fit, ROI, NPV, Customer Satisfaction, Safety Performance, Risk Profile, and Business Efficiency.

DAY THREE

Case Study: Responding to Challenges

Teams will evaluate their investment strategies and respond to various challenges. They will be asked to evaluate their performance over years 1 and 2 of their strategy, and present their results to the mock Board. Year-3 strategies will be developed and presented to the mock Board for consideration.

DAY FOUR

Case Study: Year 3 Strategy

Teams will review external factors influencing the market position, developing their Year 3 investment strategy. Strategies will be presented to the mock Board for consideration. A successful team will be named by the Board.

Overview of Course Learnings

Review of the learnings derived from the course.

