



The Edge Business Training Program

**ALLEN
LEIGH**

CONSULTING

Scaling Capacity. Accelerating Growth.

The Edge Business Training Program

What is the Edge?

A professional development workshop series designed to accelerate business thinking and ramp up individual capacity to thrive at new levels of business sophistication. This hands-on business program is designed specifically for the fast growth environment. Delivered in ½ day modules, program participants experience first hand what it takes to drive innovation and growth, adjust personal style for context and required impact, adopt core tools for project execution and business results, expand thinking to strategic delivery and build flex in their ability to pivot with change.

This program is designed for:

- Professional contributors who wear multiple hats beyond their core responsibilities and require greater sophistication in their HR, project delivery and political skillset
- Recently promoted mid-level leaders who are strong in-line contributors now tasked with driving results through cross functional projects and team efforts
- People who haven't had formal business training who've succeeded without it, now at the point where greater acceleration requires an additional skillset
- People who have grown on the job and need to move forward in professionalism to match the growth and sophistication of the company
- Industry experts who have been brought in for growth and need to transition well into the organization as constructive change agents for expansion

This program is designed to:

1. Build capacity to thrive at new levels of business sophistication
2. Equip participants with a practical business toolkit to accelerate growth and advancement
3. Prepare team for entry of industry experts and ramp up core capabilities required to succeed at new pace
4. Accelerate personal and professional growth through industry leading assessments and business simulations
5. Facilitate personal shifts in style through learnings facilitated by experts in executive communication, presence and business writing experts
6. Have a dynamic experience that is both interactive and fun.

Modules & Learning Outcomes

The following is a general learning framework of the 12-month The Edge – Business Training Program.

Module One:

Professional Awareness and Impact

Acquire the professional sophistication required to stay energized through transitions, present ideas that are heard and adopted, and move priorities forward amidst competing agendas. In this module, participants explore their go to personal style for achieving results and experiment with the shifts required to mobilize groups and achieve success in complex business environments. This module is co-facilitated by executive presence expert.

Module Two:

Communication and Conflict

Build a professional toolkit of practical communication methods required to quickly and effectively move through conflict and streamline communication, avoiding rework, missed deadlines and frustration. This module provides participants with breakthrough methods for email, text and business communications to achieve better results with less friction and more aligned effort. Included in this workshop is professional communication coaching and resources for daily business communication methods.

Module Three:

Business Tools and Project Management

Learn the most impactful and relevant decision-making, project management and business analytical tools to help transform your professional practice: Decision trees, ownership charts, Gantt charts, quality improvement methods, etc. Participants become clear on the benefits of these different tools and acquire a quick resource library for immediate application. This workshop is designed for inline managers and core team managers who are required contributors on projects, but not necessarily the lead. All contributors, regardless of status, require strong project management and business process tools.

Module Four:

Business Acumen and Your Role in the Whole

Ramp up capacity to deliver strategic business results by experiencing first hand what it takes to mobilize groups, set direction and offer contribution in alignment with the strategic whole. Top line and bottom line activities are explored through a business simulation where participants live the impact of daily decisions on quality, costs and customer experience.

Module Five:

Organizational Projects

Experiment with new tools and shifts in style. To receive certification, each participant is required to successfully complete an organizational project, either individually or as a group. Through regular mentorship and coaching, the team will be guided through the application of their newly formed skills, which will result in immediate business impact.