





GROW YOUR FAMILY BUSINESS



Overwiew

This course is designed exclusively for Mid-Tier family business executives with the goal of facilitating them to rethink their business models for sustainable growth.

Participants will gain working knowledge and practical tools to improve their performance and profitability.

Create a powerful legacy.

Course Goals

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- 1. Explore best practices in family business governance: Learn about the structures, processes, and systems that govern family businesses.
- 2. Reflect on Business Models: Analyze business models, including revenue streams, value propositions, customer segments, and cost structures.
- 3. Uncover new revenue avenues: Spot untapped market potential, extend current resources, and develop innovative products and services to increase sales.
- 4. Optimize Expenses: Master cost-cutting strategies including supply chain optimization, process enhancements, and strategic outsourcing.
- 5. Leverage competitive advantages: Identify gaps in competitive offerings to create value for customers
- 6. Foster Collaborative Teams: Encourage open communication and information sharing to foster a culture of cooperation and teamwork.
- 7. Enhance Financial Acumen: Utilize financial analysis tools to track and analyze key financial metrics.
- 8. Build Managerial Competencies: Develop managerial and leadership abilities to lead and inspire teams.
- 9. Cultivate a Growth Mindset: Embrace change and adapt business models to evolving market dynamics.
- 10. Peer Learning and Networking: Converse, share ideas, and gain knowledge from other CEOs dealing with comparable challenges.

Education for Family Sustainability.





Modules



Family Business Governance



People Management



Marketing



Operations Management



Finance

Invest in your family's future.

