



*Training Course:
Business Planning – Development and Analysis
Program*

*25 - 29 November 2024
Tbilisi (Georgia)*

Training Course: Business Planning & Development and Analysis Program

Training Course code: SC235109 From: 25 - 29 November 2024 Venue: Tbilisi (Georgia) - Training Course Fees: 5775 € Euro

Introduction:

In this comprehensive five-day training program, participants will learn the essential skills and techniques required to develop effective business plans and perform in-depth analysis for strategic decision-making. The training will combine theoretical knowledge with practical exercises to ensure participants gain hands-on experience in crafting business plans and evaluating business opportunities.

Objectives:

By the end of this training program, participants will be able to:

- Understand the importance of business planning and analysis in organizational success.
- Develop a well-structured and comprehensive business plan.
- Conduct market research and industry analysis to identify opportunities and threats.
- Apply financial analysis techniques to evaluate the financial feasibility of business ventures.
- Analyze the competitive landscape and position their business for success.
- Create implementation strategies and action plans to achieve business goals.
- Present business plans professionally to stakeholders.

Target Audience:

This training program is suitable for:

- Entrepreneurs and startup founders seeking to develop strong business plans for their ventures.
- Business managers and executives involved in strategic decision-making.
- Professionals from various industries interested in expanding their understanding of business planning and analysis.

Outlines:

Day 1:

Understanding the Fundamentals of Business Planning

- Introduction to business planning: Importance, benefits, and key components.
- Identifying business goals and objectives.
- Analyzing the business environment: SWOT analysis.
- Understanding the target market: Conducting market research.

Day 2:

Crafting a Comprehensive Business Plan

- Defining the company's mission and vision.
- Creating a compelling value proposition.
- Developing a business model canvas.
- Formulating marketing and sales strategies.
- Constructing the operations and management plan.

Day 3:

Financial Analysis and Feasibility Assessment

- Understanding financial statements: Balance sheets, income statements, and cash flow.
- Evaluating financial ratios for performance assessment.
- Estimating start-up costs and financial projections.
- Assessing business feasibility and risk analysis.

Day 4:

Analyzing the Competitive Landscape

- Identifying key competitors and their strengths and weaknesses.
- Conducting a competitive analysis using Porter's Five Forces model.
- Differentiation strategies and competitive positioning.
- Creating a marketing and sales strategy based on the competitive analysis.

Day 5:

Implementation and Presenting the Business Plan

- Developing implementation strategies and action plans.
- Setting key performance indicators KPIs and monitoring progress.
- Presenting the business plan to stakeholders effectively.
- Addressing questions and feedback from investors and other stakeholders.

Registration form on the Training Course: Business Planning & Development and Analysis Program

Training Course code: SC235109 From: 25 - 29 November 2024 Venue: Tbilisi (Georgia) - Training Course
Fees: 5775 € Euro

Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

Delegate Information

Full Name (Mr / Ms / Dr / Eng):
Position:
Telephone / Mobile:
Personal E-Mail:
Official E-Mail:

Company Information

Company Name:
Address:
City / Country:

Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng):
Position:
Telephone / Mobile:
Personal E-Mail:
Official E-Mail:

Payment Method

- ☐ Please find enclosed a cheque made payable to Global Horizon
- ☐ Please invoice me
- ☐ Please invoice my company

Easy Ways To Register

Telephone:
+201095004484 to
provisionally reserve your
place.

Fax your completed
registration
form to: +20233379764

E-mail to us :
info@gh4t.com
or training@gh4t.com

Complete & return the
booking form with cheque
to: Global Horizon
3 Oudai street, Aldouki,
Giza, Giza Governorate,
Egypt.