

Course No. 1315

Advanced Business Management Training Course

BUSINESS MANAGEMENT
BUSINESS, MANAGEMENT & LEADERSHIP

DURATION

5 Days

DELIVERY

Classroom



Course Overview

The Advanced Business Management Training Course is a comprehensive professional program designed for managers, executives, business professionals, and specialists who require advanced capabilities to manage complex business environments, improve organizational performance, and support strategic decision-making. The course moves beyond fundamental management concepts to address the practical challenges associated with leading business functions, managing resources, improving performance, and achieving sustainable organizational results.

Advanced business management requires managers to understand the broader organizational context while maintaining control over operational priorities, resources, risks, performance, and stakeholder expectations. This course provides a structured approach to integrating strategic thinking with business management, enabling participants to evaluate organizational challenges, identify improvement opportunities, make informed decisions, and translate business priorities into measurable actions.

The program covers advanced business management practices including strategic analysis, business performance management, organizational effectiveness, resource optimization, financial and operational decision-making, risk management, change management, stakeholder management, and business improvement. Participants will develop practical approaches for managing competing priorities, strengthening cross-functional collaboration, improving accountability, and aligning business activities with organizational strategy.

The Advanced Business Management Training Course is suitable for government entities, ministries, public sector organizations, banks and financial institutions, oil and gas organizations, and large corporations. Through practical case studies, management scenarios, analytical exercises, and an integrated final workshop, participants will strengthen their ability to manage complex business challenges and contribute effectively to organizational growth, efficiency, resilience, and performance.

Objectives

- Analyze complex internal and external business conditions to identify strategic, operational, financial, and organizational factors affecting performance during the course.
- Evaluate organizational capabilities, resources, processes, structures, and performance to

identify critical business improvement opportunities.

- Develop advanced business management priorities aligned with organizational strategy, operational requirements, stakeholder expectations, and available resources.
- Apply structured decision-making techniques to evaluate complex business problems, alternatives, risks, and expected organizational outcomes.
- Design integrated business improvement initiatives that connect strategic objectives with operational actions, responsibilities, resources, timelines, and performance measures.
- Improve resource allocation by assessing the effectiveness of financial, human, technological, and operational resources against business priorities.
- Strengthen business performance management through relevant performance indicators, targets, management reviews, and corrective actions.
- Assess strategic and operational risks and develop appropriate response measures to support business continuity and organizational resilience.
- Implement practical approaches for managing organizational change, stakeholder expectations, competing priorities, and cross-functional dependencies.
- Align business functions and management teams around common organizational objectives, priorities, performance expectations, and implementation requirements.
- Develop management recommendations based on structured business analysis, performance information, risk considerations, and organizational priorities.
- Prepare an advanced business management action plan that addresses a real organizational challenge and establishes measurable implementation priorities.

Who Should Attend

The Advanced Business Management Training Course is designed for senior managers, executives, directors, department heads, business unit managers, operations managers, business development managers, strategic planning managers, corporate performance managers, transformation leaders, project and program managers, and functional managers responsible for managing business performance and organizational resources. It is particularly suitable for professionals who already have management responsibilities and need to strengthen their ability to handle complex business decisions and cross-functional challenges.

The program is relevant to professionals working in government entities, ministries, public sector organizations, banks, financial institutions, oil and gas organizations, industrial companies, commercial enterprises, and large service organizations. It is also appropriate for specialists and

managers in strategic planning, finance, operations, human resources, procurement, risk management, business development, project management, governance, performance management, organizational development, and corporate transformation.

The course is especially valuable for managers preparing for senior leadership responsibilities and professionals who are expected to manage multiple priorities, optimize resources, lead improvement initiatives, evaluate business performance, coordinate across departments, and provide management-level recommendations.

Learning Outcomes

- Analyze complex business environments and determine their potential impact on organizational performance and management priorities.
- Evaluate organizational capabilities, resources, processes, structures, and performance using advanced business management approaches.
- Identify critical business issues and distinguish strategic priorities from operational and routine management concerns.
- Apply structured decision-making frameworks to evaluate alternatives and select appropriate management responses.
- Develop integrated business improvement initiatives with clear objectives, responsibilities, resources, milestones, and performance measures.
- Evaluate resource utilization and recommend improvements in the allocation of financial, human, technological, and operational resources.
- Develop performance management frameworks that connect business objectives with relevant indicators, targets, reviews, and corrective actions.
- Assess strategic and operational risks and establish practical response and mitigation measures.
- Apply change management principles to support organizational transformation and improvement initiatives.
- Strengthen cross-functional coordination and stakeholder alignment when implementing complex business priorities.
- Interpret business performance information and use management analysis to develop evidence-based recommendations.
- Prepare and present an advanced business management action plan designed to address a real organizational challenge or improvement opportunity.

Course Outline

DAY 01

Advanced Business Management and Organizational Performance

- Understanding advanced business management in complex organizational environments
- The evolving role of the modern business manager and executive
- Integrating strategic, tactical, and operational management
- Understanding organizational performance and business value creation
- Assessing organizational structure, capabilities, processes, and management systems
- Identifying critical business drivers and performance factors
- Diagnosing organizational strengths, weaknesses, gaps, and improvement opportunities
- Analyzing internal and external factors affecting business performance
- Managing organizational complexity and competing business priorities
- Establishing management priorities based on organizational objectives and business requirements

PRACTICAL APPLICATION AND DISCUSSION

Conducting an advanced organizational assessment and identifying priority business management issues

DAY 02

Advanced Decision-Making, Business Analysis, and Resource Management

- Principles of advanced managerial decision-making
- Structured analysis of complex business problems
- Identifying root causes and distinguishing symptoms from underlying issues
- Developing and evaluating alternative management solutions
- Decision-making under uncertainty, risk, and incomplete information
- Applying cost, value, impact, feasibility, and risk considerations to business decisions
- Financial considerations in business management and resource allocation

DAY 02 — CONTINUED

- Optimizing human, financial, technological, and operational resources
- Balancing short-term operational requirements with long-term organizational priorities
- Managing resource constraints and competing demands
- Developing evidence-based management recommendations

PRACTICAL APPLICATION AND DISCUSSION

Analyzing a complex business case and developing a management decision with supporting recommendations

DAY 03

Business Performance, Operational Excellence, and Improvement

- Advanced business performance management principles
- Connecting organizational objectives with departmental and operational performance
- Developing meaningful performance indicators and management measures
- Establishing targets, milestones, performance thresholds, and accountability
- Performance monitoring, management reviews, and reporting
- Identifying performance gaps and analyzing their causes
- Developing corrective and preventive improvement actions
- Improving business processes, efficiency, productivity, and service performance
- Identifying opportunities for cost optimization and operational improvement
- Managing quality, productivity, and organizational effectiveness
- Building a culture of accountability and continuous improvement

PRACTICAL APPLICATION AND DISCUSSION

Developing a business performance improvement framework with indicators, targets, accountability, and corrective actions

DAY 04**Risk, Change, Stakeholders, and Strategic Execution**

- Integrating risk management into advanced business management
- Identifying strategic, operational, financial, compliance, and organizational risks
- Assessing risk impact, likelihood, exposure, and priority
- Developing risk response and mitigation plans
- Strengthening organizational resilience and business continuity considerations
- Managing organizational change and transformation
- Understanding resistance to change and developing appropriate management responses
- Stakeholder identification, influence, expectations, and engagement
- Managing cross-functional dependencies and organizational conflicts
- Communicating strategic priorities and management decisions effectively
- Maintaining accountability during strategy and business improvement execution

PRACTICAL APPLICATION AND DISCUSSION

Developing an integrated change, stakeholder, and risk management plan for a business improvement initiative

DAY 05**Advanced Business Leadership and Integrated Management Workshop**

- The role of advanced managers in organizational strategy and business performance
- Strategic thinking and management judgment
- Managing competing priorities and making effective management trade-offs
- Strengthening cross-functional leadership and collaboration
- Communicating business analysis and recommendations to senior management
- Aligning people, processes, technology, resources, and performance
- Reviewing business performance and identifying strategic improvement priorities
- Developing practical management responses to emerging business challenges
- Establishing continuous improvement and organizational learning mechanisms

DAY 05 — CONTINUED

- Integrating business analysis, decision-making, resources, performance, risk, and change management
- Developing individual and organizational implementation priorities

FINAL WORKSHOP AND IMPLEMENTATION EXERCISE

Preparing and presenting an advanced business management action plan covering the business challenge, analysis, objectives, proposed initiatives, resources, risks, performance indicators, responsibilities, and implementation priorities

Register or Request More Information

Course page: <https://quest-training.com/courses/advanced-business-management-training-course>

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