



## Overview

Why are we not achieving our goals? To what degree do extreme events influence us? Success comes from using business analytics that align from the external landscape to the details of operations and back. You need an effective and efficient way to achieve continuous improvement through the skilful use of performance analytics. The successful use and interpretation of a performance analytics along with management and reporting systems is a key component of success.

From strategy to operations, performance is at the core of management focus today. More than just financial measures, quantitative, qualitative and semantic measures have emerged as critical to success today. Analytics and measurement systems form the foundation of returning value to investors and owners of an enterprise. As a result, the improvement of performance is one of the significant tasks of managers today. Successful analytics management achieves a lean and more flexible enterprise that returns best results.

This workshop includes a perspective of using business analytics for alternatives of past, current and possible future performance of the organization. This workshop covers current core analytic methods, when to use them and approaches for business analytics in detail with examples.

Developing performance management skills depends on hands on experiences along with core performance concepts. The use of a laptop is required and the capability to load analytical software or access SaaS capability for analytical products. Participants can use the workshop learning experience and take-aways as a performance improvement template in their organization.

**Certification Requirements:** All course attendees must meet minimum testing standards including in-class exercises to receive certification (75% is the passing grade).

### **Learning objectives**

- Apply analytics to tease out improvement opportunities
- Understand the role and use of analytics and performance factors in successful management
- Select the analytics that are most appropriate for improving performance
- Distinguish between strategic performance and operational performance
- Analyze the business to produce the most likely successful direction to take
- Describe the need for applying analytics as a means of assessing improvement success
- Explain the difference between alternate analytic approaches for change and improvement insight
- Understand the difference between business intelligence and performance management
- Efficiently apply analytic methods for performance improvement
- Explain why analytics are important to assessing return on investment for improvement
- Demonstrate how to identify performance improvement opportunities
- Describe how context provides a useful measure of risk and change for improvement.

### **Who should attend?**

- Business Planners
- Strategic Planning Specialists
- Performance Analysts
- Managers
- Professionals
- IT Specialists
- Business Analysts

## **Training Methodology**

The course is based on a balanced combination of classroom teaching and syndicate exercises supported by case studies and exercises within the industrial environment. This course is designed in with leading industry knowledge and practical case studies discussion and analysis to provide an interactive learning environment.

## **About the Trainer**



### **Frank Kowalkowski**

Frank Kowalkowski is President of Knowledge Consultants, Inc., a firm focusing on business performance, business/IT architecture and business analytical techniques. He has over 30 years of management and consulting experience in a wide variety of industries. He has been involved with many projects including business analysis, process management, business performance measurement, business and competitive intelligence and knowledge management.

In addition to being a keynote speaker at international conferences as well as a conference chair, he has written numerous papers and spoken at conferences on a variety of subjects. He conducts frequent seminars nationally and internationally on a variety of business management and information technology topics. He is the author of a 1996 book on Enterprise Analysis (Prentice – Hall, ISBN 0-13-282-3365) and numerous papers.

Frank is currently working on a new book titled ‘End to End Architecture (E2EA)’ and a new edition of the enterprise analysis book. His most recent publication is a featured chapter in the business architecture book titled ‘Business and Dynamic Change’ June, 2015 and a chapter on semantic process analytics in the book Passports to Success in BPM published in 2014, both are available on Amazon.

### Investment Fee

Course Title	Number of Days	Early Bird for registration before 12 October 2017	Standard Price
Advanced Business and Data Analytics (Invrt033)	5 Days	USD 3,000 Paypal: USD 3,090 AED 11,014	USD 3,400 Paypal: USD 3,502 AED 12,482

### DELEGATE DETAILS

	<b>Mr</b>	<b>Mrs</b>	<b>Ms</b>	<b>Dr</b>	<b>Others</b>
<b>1st Delegate Name</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Direct Line</b>	<b>Email</b>				
<b>Job Title</b>	<b>Department</b>				
<b>Head of Department</b>					

	<b>Mr</b>	<b>Mrs</b>	<b>Ms</b>	<b>Dr</b>	<b>Others</b>
<b>2nd Delegate Name</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Direct Line</b>	<b>Email</b>				
<b>Job Title</b>	<b>Department</b>				
<b>Head of Department</b>					

	<b>Mr</b>	<b>Mrs</b>	<b>Ms</b>	<b>Dr</b>	<b>Others</b>
<b>3rd Delegate Name</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Direct Line</b>	<b>Email</b>				
<b>Job Title</b>	<b>Department</b>				
<b>Head of Department</b>					

### INVOICE DETAILS

<b>Attention Invoice to:</b>	
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**Disclaimer, Terms & Conditions:**

- Location is subject to change
- Minimum number of participants has to be reached prior to confirmation of event
- Please note that trainers and topics were confirmed at time of publishing, however, CTS may necessitate substitution, alterations or cancellations. CTS reserves the right to change or cancel any part of its published programmed due to unforeseen circumstances.
- Registrations should be made 3-4 weeks prior to event date
- Full payment for the course should be made 2 weeks prior to event date
- Cancellation 3 weeks prior to event date or no shows are liable to pay the full course with no refund, however you may substitute delegates at any time
- Participants are required to attend at least 80% of the course program prior receipt of Certificate.
- Receipt of this email to participate and/or register in any of the learning activities organized by CTS should not in any way be taken as a promise for employment or contract of employment of any kind.
- Force Majeure: Should for any reason outside the control of CTS, the trainer changes his dates or event cancels due to the act of terrorism, extreme weather conditions, industrial action or epidemic, CTS shall reserve the rights to replace the trainer or reschedule the event but the client hereby indemnifies and holds CTS harmless from and against any and all costs, damages and expenses, which are incurred by the client.

**For Payments:**

**Singapore Dollar Account Details**

Beneficiary Name: Customized Training Solutions Pte. Ltd

Beneficiary Bank Account No: 003-940925-7

Bank Name: DBS

Bank Address: DBS Bank Ltd.

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Marina Bay Financial Centre Tower 3, Singapore 018982

Bank Code: 7171

Branch Code: 003

Swift Address: DBSSSGSG

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