

How to Sustain Your Business

For the first time

an easy to understand and implement program that addresses

Strategic Business Development and Succession Planning

How to Sustain your Business - designed as a self-paced program, ideal for small to medium businesses with time and resource constraints that require immediate benefits which build quickly as the program is applied in practice.

How to Sustain your Business presents **The Closed System™** methodology that will assist you to:

- *Structure your business and projects to maximize growth and performance*
- *Value and use all available resources and energy efficiently*
- *Defend your business against threats and challenges*
- *Optimise your capacity to recognize and capitalize on opportunities*
- *Set achievable intentions – short, medium and long term*
- *Overcome dependencies and rigidities that weaken your response capabilities – internal and external*
- *Establish Conditions of Operation that sustain long term gains*
- *Build reserves for opportunities and unexpected events*
- *Develop new products and services*
- *Become as self-sustaining as possible while building inter-dependency with others*
- *Integrate sustainable decision-making into day-to day management*

Who should attend?

Owner/Managers, Professionals, Key Management, Facility Operators, Project Managers & Team Leaders across all sectors - This program teaches you how to apply sustainable business management in the short, medium and long terms. It is particularly aimed at micro, small and medium sized businesses. It can also be readily applied to project management within larger organisations.



THE CLOSED SYSTEMTM Pty Ltd.

How to Sustain your Business Programs for

Business Managers

1-2 Participants
6 Sessions (2 Hours)
Completion 2-3 Months

Core Business Team

Up to 6 Participants
6 Sessions (3 Hours)
Completion 3-4 Month

Programs can be tailored to meet your needs. Participant numbers are a guide only.

Participants in How to Sustain your Business programs receive a 100+ page Closed System Workbook which guides and enables a step-by-step analysis and redesign of all aspects of your business.

Program Structure

Session 1 Applying Principles for Sustainable Development
Initial Business Diagnostic & Identification of Key Issues

Session 2 Analysing the Business System as a Closed System
Defining Core Function & Business Drivers
Establishing the Business Profile (Closing the System)
Identifying Opportunities, Risks & Dependencies

Session 3 Scenario Planning
Assessing Available Energy & Resources to Drive Growth
Creative New Business Strategies

Session 4 Prioritising Short, Medium & Long-Term Strategies
Setting Intentions to Optimise Performance
Assigning Responsibilities & Allocating Resources

Session 5 Reshaping – Integration & Marketing Strategies
Sustainability of Key Personnel – Securing Resources

Session 6 Sustainability Action Plan
Milestones for Securing Long Term Gains
Tracking Progress & Next Steps

Course fees and further information:

Contact The Closed System P/L office@theclosedsystem.com
www.theclosedsystem.com