



Course Outline

Commercial Business Model Development, Process Identification and Mapping

Course Target Group

This course is targeted at executive management.

Course Objective

To equip delegates with the knowledge and skills to develop the organisation's commercial business model and translate this into key business processes based on a structured risk assessment.

Course Content

- Develop the organisation's commercial business model.
- Develop the organisation's structure to support this business model.
- Identification of the top level commercial business processes.
- Identification of the functional key business processes.
- Mapping of the functional key business processes (*This is the point at which this course hands over to the QMS task team. Refer training datasheet 7.1-32 – Process Mapping, Writing Procedures and Work Instructions*)

Learning Assumed To Be In Place

Tertiary qualification coupled with a minimum of 5 years line management experience.

Course Duration

Duration : 2 days



Assessment & Certification

Successful candidates will be awarded a certificate from **Wareham & Associates** for *Commercial Business Model Development, Process Identification and Mapping*.

In order to be deemed competent delegates are required to complete a case study

Delegates who are deemed not yet competent will nevertheless receive a certificate of attendance.

Contact Details

For more information regarding the above or any other training requirements, please contact our **Training Administrator, Emily Ackerman** on 021 713 2380 or email training@wha.co.za