



Learning Impact NG

# FROM ONE MAN TO MANY MEN

## ENTREPRENEURIAL MANAGEMENT



# Entrepreneurial Management

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What are the most important things that small business owners need to put in place to move from one man to many men? How do you start small and still think global? What are the essential business management skills that every small business owner should have so that they can survive the murky waters of enterprise and take advantage of the huge opportunities that exist? Learning Impact has learned, taught and put these skills and principles to the test, and are available to share them and much more with budding or intending entrepreneurs.

## **From One Man to Many Men**

In this introductory module, participants will learn the key principles that drive entrepreneurial success and the importance of putting in place the right structures, processes and frameworks for their enterprises, regardless of the size or scope of their operations.

## **Strategy & People Management**

Next, participants will work with some of the most important tools for strategic analysis, performance management and human capital management so that they can apply these in their organizations and get the right culture and focus to achieve success.

## **Operations & Technology Management**

Successful start-ups must understand how to run efficient and effective operation, drive operational improvements, and how to use technology appropriately in improving data collection and analysis as well as streamlining their business operations.

## **Financial Management**

In this module, participants will be equipped with the various tools, policies and structures for managing the financial resources of their companies. The module will focus on record keeping, financial reporting, financial analysis and the tools for creating financial forecasts and evaluating projects.

## **Marketing, Sales and Customer Service**

In the final module, participants will learn the discipline of sales, marketing and customer experience management so that they can deploy effective sales, marketing and customer service techniques and programs in their organizations.

Delivery will involve the use of a number of experiential activities including self-assessments, case studies, reflective practice and role plays, amongst others. Program can be further customized to meet the organization's specific needs



# About Learning Impact NG

## *Our Company*

Learning Impact NG is a leading provider of organizational learning, strategy consulting and financial literacy solutions in Nigeria. The company was incorporated on the 25<sup>th</sup> of June 2010 and was founded by Omagbitse Barrow, a youthful and dynamic Investment Banker, turned Human Resources and Learning professional who had spent a decade working at Investment Banking & Trust Company (IBTC) and later Stanbic IBTC Pension Managers and Stanbic IBTC Bank.

We have worked with some of the largest institutions across a variety of industries in Nigeria's private, public and non-profit sectors. In addition to traditional classroom training, we are at the forefront of the use of learning technology in Nigeria with our innovative Animated Educational Videos that we have deployed for several institutions; our 100% home-made Learning Management System with robust indigenous courseware; and our unique EPaper Vendor service and other Knowledge Management Services that we offer.



## *Our Methodology*

Based on our proprietary Learning Impact Model, our team of designers and facilitators at Learning Impact NG are focused on ensuring that the impact

of all our solutions is sustained beyond the "event" or "intervention". We pay attention to the following in all our intervention design and delivery:

- 1) Adult Learning Principles;
- 2) Human Performance Improvement;
- 3) The Learning Impact Model;
- 4) Programmatic Evaluation;
- 4) Experiential Design & Delivery;
- 5) Scalability and Impact.

We use case studies, role plays, reflective thinking, scenarios, in-baskets, individual and group activities, games and a host of other experiential learning and discovery-based tools to design and deliver our trainings.



## *Our People*

We have a strong internal academy led by Omagbitse Barrow, a prize-winning Chartered Accountant and critically acclaimed workplace learning professional and supported by Regina Makyur, a first-class graduate of Economics and a Doctoral candidate in Economics, and Anthony Oni, an experienced learning designer. We also tap into the expertise of a wide and very experienced external faculty for our programs, and our Faculty model is driven by a commitment on on-going learning and research, micro-learning and a strong commitment to publications and innovation.



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