



# 2023 ANNUAL DIRECTORY

## TRAINING & PROFESSIONAL DEVELOPMENT



# IRS TRAINING

**LISTING OF  
TRAINING PROGRAMMES**  
BUILD KNOWLEDGE.  
POLISH SKILLS.





# Business Success (BuS) Series



# Listing Of Training Programmes

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## Business Success (BuS) Series

- Build the Best Strategy for Global Uncertainty
- Develop Critical Success Factors for a Competitive Edge
- Back to the Future: Futuring Skills
- Developing Effective KPIs for Organizational Success



# Build the Best Strategy for Global Uncertainty

## Introduction

Strategies that neither protect against dangers nor take advantage of possibilities that increased degrees of uncertainty may present could result from underestimating uncertainty. An alternative strategy—one that stays away from this perilous binary viewpoint—is needed to consistently make effective strategic decisions in the face of uncertainty. Even in the most uncertain situations, it is uncommon for managers to have no knowledge about anything strategically significant. In fact, they frequently have the ability to pinpoint a variety of possible outcomes or even a specific set of events. This straightforward observation is incredibly insightful since the degree of uncertainty a firm encounters has a significant impact on which strategy is appropriate and what process should be employed to achieve it.

This programme is designed and developed specifically to assist Corporations, Small and mid-size enterprises (SMEs) and Business Owners in developing innovative strategies in global uncertainty. The aims are to:

- Be aware of the industry landscape affecting individual companies competitiveness.
- Develop strategic plan in individual new business model.
- Create scenario planning in unpredictable business situations.
- Build agility culture in meeting the business KPIs.

Course Fee: RM6,000.00 per day (In-house)  
RM1,300.00 per day per participant (Public)

\*For the complete course content and quotation, please reach out to us at [info@irs-training.com](mailto:info@irs-training.com) or [kavitha@irs-training.com](mailto:kavitha@irs-training.com).

## Key Learning Outcomes

By the end of the course, participants should be able to:

- Create industry guiding principles for organisations in managing unforeseen future challenges, business interruptions and risks.
- Create a New Business Model Canvas and strategic plan supporting the new business model.
- Develop Strategic Mapping in line with the strategic direction in business and functional level.
- Build Scenario Planning in meeting unpredictable situations.
- Develop Transformational Leaderships in an agility business culture.

## Duration

3 Days

## Target Participants

Senior Leaders, Management Teams – Middle and Senior Managers, Team Leaders, Supervisors, Senior Executives, Executives, and staff members related to strategy planning and implementation

# Develop Critical Success Factors for a Competitive Edge

## Introduction

Is business thinking limited to senior management or CEO or CFO? It's vital to note that in this age of disruptive technologies, company's goes through changes at every second. The health of a company is in the hands of all her employees regardless of what positions they are. All staff must have a sense of how if you want to achieve your business goals and outperform your competitors, you need to identify and focus on the Critical Success Factors (CSFs) that matter most for your organization. CSFs are the key activities or outcomes that are essential for your success in a specific market, industry, or project. They are the things that you must do well or the results that you must achieve to be successful.

This programme is designed and developed specifically to assist in knowing how to make good decision based on CSFs framework and related strategic approach to compete for company business growth.

Course Fee: RM6,000.00 per day (In-house)  
RM1,300.00 per day per participant (Public)

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## Key Learning Outcomes

By the end of the course, participants should be able to:

- Identify what are critical success factors and how do they differ from key performance indicators (KPIs)?
- Identify your CSFs using the SMART criteria and the SWOT analysis.
- Explain about ways to measure and monitor your CSFs using KPIs and dashboards.
- Use your CSFs to improve your decision making, strategy, and execution.

## Duration

2 Days

## Target Participants

Senior Leaders Management Teams – Middle and Senior Managers, Team Leaders, Supervisors, Senior Executives, Executives, and staff members

# Back to the Future: Futuring Skills

## Introduction

Would you want to see what's coming in the future today? Be faster prepared for disruptions? Gain more control of your future? Do you want to get better at changing what's possible today? Everyone can think about the future with more creativity and optimism. Professional associations like the World Future Society and the Society for Human Resources Management have acknowledged the value of future-focused skills as a critical competency.

This programme is designed and developed specifically to assist in knowing how to Change for the future today in your company, your industry, your community, and in your own life. We make the future for you today.

Course Fee: RM6,000.00 per day (In-house)  
RM1,300.00 per day per participant (Public)

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## Key Learning Outcomes

By the end of the course, participants should be able to:

- Build your futuring skills.
- Learn how to use FourSight most powerful foresight tools to spot new opportunities for innovation and invention.
- Use Lego® Serious Play™ methodology to draw out bigger ideas to reveal possibilities in sharing the future.
- Gain insight into the most important new technologies, global events and big ideas shaping the future now.
- Think more creatively and optimistically on future possibilities.

## Duration

2 Days

## Target Participants

Senior Leaders, Management Teams – Middle and Senior Managers, Team Leaders, Supervisors, Senior Executives, Executives, and staff members

# Developing Effective KPIs for Organizational Success

## Introduction

Key Performance Indicator (KPI) is industry jargon for a type of performance measurement. An organisation may use KPIs to evaluate its success, or to evaluate the success of a particular activity in which it is engaged. KPIs provide the organisation with the needed direction, motivation, as well as the means to measure/monitor the vitality of the organisation. Well-developed KPIs are specific, measurable, aligned to organisational vision, and provide a clear way to facilitate achieving organisational strategies and plans. This training is designed to guide participants in developing, implementing, and managing their KPIs – the essential competencies for managerial success.

Course Fee: RM6,000.00 per day (In-house)  
RM1,300.00 per day per participant (Public)

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info@irs-training.com or kavitha@irs-training.com .

## Key Learning Outcomes

By the end of the course, participants should be able to:

- Identify the importance of having strong and valid KPIs in place and how it is linked to quality management system requirement in terms of setting objectives and measurement & monitoring of its processes.
- Acquiring the knowledge and skills necessary for the development and monitoring processes of the KPIs.
- Incorporate performance management concept throughout the organisation and promoting a KPIs organisational culture.
- Acquiring the knowledge on how to report on organisational performance using tools like the balance scorecard.

## Duration

2 Days

## Target Participants

Senior Leaders, Managers, Executives, Supervisors, Team Leaders, Officers, Administrators, and staff members



# CONSULTING SOLUTIONS

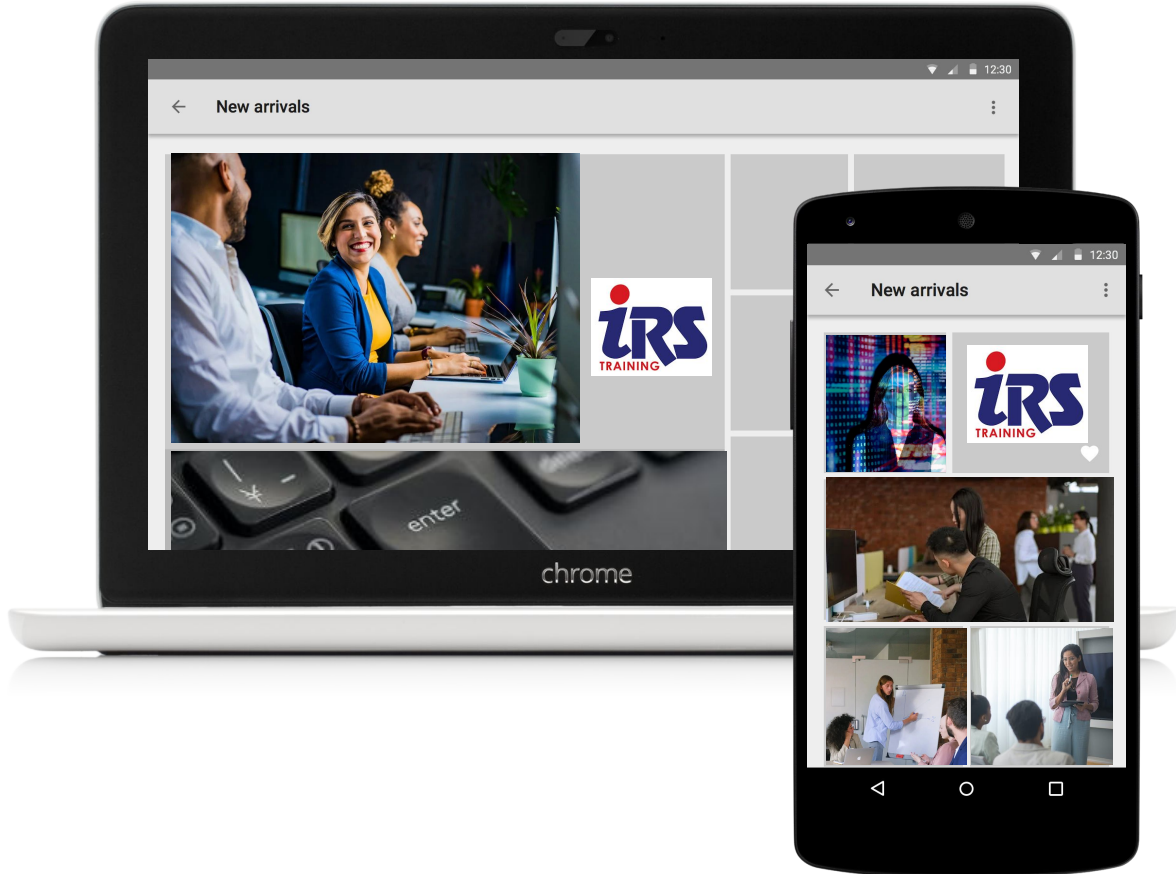
*We offer consultancy services such as*

- *Training Needs Analysis (TNA) -HRD CORP \**
- *Web-based assessment service of Creative Process Inventory (CPI)*
- *Organisational Creativity (OC)*
- *FourSight® Creative Thinking System*
- *Talent Acceleration Centre (TAC)*

Note: \*Subject to final approval by HRD Corp

# STAY TUNED!

Exciting new Training and Development Programmes are coming soon...



## Our Contact

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