

2 Days Management Development Programme
on Basics of



Business Graphics[®]

(A Guaranteed Tool to Reduce Business Failures - Both for lenders and borrowers)
- A Forensic Business Analysis & Action Evaluation Tool)



" Business Graphics transforms Business
through result oriented strategies & implementation."

By

Abhijit Nag Consulting



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About Abhijit Nag Consulting

Abhijit Nag Consulting (ANC) is engaged in training and consulting to corporate for a decade and half. Shri Abhijit Ananta Nag is a Mechanical Engineer from IIT Kharagpur, an Industrial Engineer from Indian Institution of Industrial Engineering, NITIE campus, Mumbai, Masters in Management Science from SIBM, Pune and a Cost and Management Accountant from ICMA, India. He has more than 25 Years of corporate experience in Leading companies. viz Tata Motors Ltd., Bharat Forge Ltd. ect. Among the different management innovations. "Business Graphics" is one which is unique and intended to have extended applications in corporate.

Introduction

Corporate failures have become more frequent due to changes in the market scenario. Lenders' NPA (Non Performing Assets) have sky rocketed and Borrowers' Performance Sheet (P&LA/c and Balance Sheet) has worsened to an extent of no return. Lenders' stressed assets have changed hands, ARCs (Asset Reconstruction Companies) have failed to rejuvenate their AUM (Asset Under Management). Conventional Business models have failed to address this malaise. Basic MDP on "**Business Graphics**®" gives a new paradigm to Business Engineering and systematically does RCA (Root Cause Anaysis) for companies to initiate appropriate actions at the right time.

"**Business Graphics**®" equips the companies to the front league and enable and prepare them to face competition head-on. We help them by bringing the right mix of strategy; optimize the usage of resources to serve the customers better. We have developed the methodology using which the companies can improve their bottom lines which will help them in securing more business and market share. Hence it will result in real quantitative impact on their performance and leadership.

Target Audience :-

1. PSU Banks - To help identify the eligible borrowers and track them to reduce NPAs.
2. Private Banks - To help identify the eligible borrowers and track them to reduce NPAs.
3. Co-operative Banks - To help identify the eligible borrowers and track them to reduce NPAs.
4. Large Corporate - To rediscover the strategic alignments and help guide the tactical and operational direction.
5. Mid-Size Corporate - To rediscover the strategic alignments and help guide the tactical and operational direction.
6. Small-Cap Companies -To rediscover the strategic alignments and help guide the tactical and operational direction.
7. Start -ups - To help select business proposals for better results. To avoid infant mortality risk.
8. NBFCs - To help identify eligible borrowers and track them to reduce NPAs and corresponding high liquidity crunch. To rediscover the strategic alignments.
9. HFCs - To help identify eligible borrowers and track them to reduce NPAs and corresponding high liquidity crunch. To rediscover the strategic alignments.
10. Private Equity - To help identify potential eligible investment target, nurture them and decide the timing of the exit.
11. Angel Funds - To help identify potential eligible investment targets, nurture them and decide the timing of the exit.

Modules of " Business Graphics ®"

- Generic Business Model : It describes the company's business model-Technical SIPOC (Suppliers Inputs-Process-Outputs-Customers) and Business SIPOC,
- Analysis of Business Model : it identifies business components, modules and attributes.
- Product Portfolio and Product Structure Analysis : It takes each of the products from the portfolio and clinically examines its structure.
- Revenue Model along with Supply Chain Structure.
- Organisational Structure and Governance : It identifies the transparency through data sharing to balance the different stake holder's interest.

Duration

2 Days

Key Take Away

- Business Transformation.
- Root Cause Analysis for corporate failures.
- New and unique concepts with trademark registry in class 41, under no. 24794040 Date 15 th February 2013 by Shri Abhijit Ananta Nag.
- Class Room training through methodology adopted by Harvard Business School-Chalk & Talk.
- Live Examples from listed companies.

Who Should attend ?

- Executives with decision making powers.
- Professionally qualified, viz.B.Tech/B.E./ MBA/MMS/CA/CS/ICMA.



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