

3 Months, 2 Days of Training Program
Per Week



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 and Business SIPOC.
- Analysis of Business Model : It identifies five components and the attributes of a business.
- Products Portfolio structure : It describes the different products in their bag to sell to their customers.
- Product structure and analysis : It takes each of the products from the portfolio and clinically examines its structure.
- The Business life cycle and market life cycle : It examines the vulnerability of business at a given time in the market.
- The customer base and price pyramid : It analyses vital parameters of company : customer segment, price, customer base, profit margins, product structure, process structure, asset structure and capital structure.
- Drawing the company's BMCCR Matrix : It Describes the type of business the company is engaged in, the markets they are serving, their target customers, their competitor analysis and the posture of the market regulator.
- Process structure and analysis : It identifies the type of process both in Manufacturing and in Non-Manufacturing Business, the effectiveness of the process and the process operational efficiency.
- Costing model and structural analysis : It aligns the costing model with the company's product and process structure.
- Pricing model and structural analysis : It links the value and cost like a Jigsaw puzzle.
- Supply Chain Model : It links the competitive advantage strategy of the company, Business Strategy, Developing Appropriate Supply chain strategy and accordingly making company specific supply chain design and logistical operations.
- Revenue model and structural analysis : It identifies the strengths and weakness of company's revenue model, the actions to be taken to overcome the vulnerabilities by creating parallel revenue streams.
- Asset Structure and Analysis : It Identifies the short term and long term perspective of asset structure.
- Capital structure and analysis : It identifies the profitability of the company through p-g-r analysis and accordingly set the short term and long term perspective of capital structure.
- Organizational structure and governance : It identifies the transparency through data sharing to balance the different stakeholders' interest.

Duration

3 Months, 2days of training program per week.

Key Take Away

- Business Transformation.
- Root cause analysis for corporate failures.
- New and unique concepts with trademark registry in class 41, under no. 2479404 dated 15th February, 2013 by Shri Abhijit Ananta Nag.
- Class Room Training through methodology adopted by Harvard Business School-Chalk & Talk.
- Live examples from listed companies.

Why to implement "Business Graphics"?

The companies will derive limitless benefits by educating their managers through BG training, to begin with, so that the business will have only capital accretion.

Who should attend ?

Executives with decision making powers.

Professionally qualified, viz. B. Tech/B.E./MBA/MMS/CA/CS/ICMA.



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