



Cisco Entrepreneur Institute

Based on the experience of the iExec Education Program developed by IBSG and Cisco's reputation as a leader in the use of Internet business solutions, Cisco created the Cisco Entrepreneur Institute to address the competency gaps that inhibits individuals, businesses, and governments from fully participating in the global networked economy.

iExec Enterprise Essentials Workshop

The iExec Enterprise Essentials workshop is specifically designed to empower leaders and “agents of change” by equipping them with the skills and knowledge necessary to create a lasting business impact within their enterprise. This workshop was developed over the past three years based on the successful IBSG delivery of the content in China, India, Japan and Singapore. The main objective of the workshop is to demonstrate the value of ICT solutions to business people.

The workshop consists of leader-led instruction, small group work, on-line learning, and an individual project. Group exercises, case studies, and discussion forums help participants apply knowledge learned to real-life situations.

Expected Outcomes

iExec Enterprise Essentials is designed to help participants examine their organization's internal and external situation, identify and prioritize opportunities, and develop business cases to support process improvements using the Internet and IT. When participants complete the workshop they should be able to:

- Develop strategy and planning skills and lead their organizations more effectively.
- Understand key success factors for organizational readiness, change management, and governance.
- Create a vision for success and identify their organizations' needs and priorities.
- Lead or facilitate planning processes to analyze an organization's internal and external situation, develop a vision for success, and create strategies for using the Internet and IT to deliver on defined goals and objectives.
- Work collaboratively with others to create shared understandings and experiences.
- Address organizational needs while building interpersonal and problem-solving skills.
- Develop and prioritize a portfolio of potential process-improvement projects.
- Create a business case and a project proposal for IT-enabled value creation or process improvement.

Audience

There are two primary audiences for the iExec Enterprise Essentials workshop - the facilitators who will teach the workshop and the participants who will enroll in the workshop. Participants fall into one of two categories:

- Business and IT leaders in Large Enterprises responsible for strategy, planning, and implementation.
- Local System Integrators and Consultants (non-reselling)

Hours

The minimum workshop time is 52 hours.

Workshop Outline

1 Strategic Imperatives

- 1.1 Global Trends and Strategic Imperatives
- 1.2 The Internet and Business Trends
- 1.3 Evolution to a Web Foundation
- 1.4 Portals
- 1.5 Basic IT Infrastructure
- 1.6 IT and its Effect on the Organization
- 1.7 Market and Business Drivers
- 1.8 External Integration and Business Value
- 1.9 Trends

2 Management Strategies

- 2.1 Management Strategy Fundamentals
- 2.2 The Value Chain
- 2.3 Cost Advantage and Competitive Differentiation
- 2.4 Out-Tasking and Outsourcing
- 2.5 The Business Value Framework
- 2.6 Networked Virtual Organizations

3 Organizational Readiness

- 3.1 Value of Organizational Readiness
- 3.2 IT Governance and Planning
- 3.3 Moving Towards Organizational Readiness

- 4.3 Finance
- 4.4 Human Resources
- 4.5 Learning and Development
- 4.6 Customer Care
- 4.7 Manufacturing
- 4.8 Supply Chain Management
- 4.9 Enterprise-Wide Solutions

5 Strategy Development

- 5.1 Business Strategy
- 5.2 External Situation Analysis
- 5.3 Internal Situation Analysis
- 5.4 Visioning Success

6 Portfolio Management

- 6.1 Portfolio Management Overview
- 6.2 Metrics
- 6.3 Identify New Opportunities
- 6.4 Business Process Management
- 6.5 Project Lifecycle Management
- 6.6 Change Management and Adoption Strategies

7 Business Case

- 7.1 Creating a Business Case
- 7.2 Financial Concepts
- 7.3 Metrics and Key Performance Indicators

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For more information

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