

## iExec Enterprise Essentials Course Overview



### **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 Course**

The iExec Enterprise Essentials course 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 course 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 course is to demonstrate the value of ICT solutions to business people.

The course 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**

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 course 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 course - the facilitators who will teach the course and the participants who will enroll in the course to earn a certificate of completion. Participants fall into one of four categories:

- Business and IT leaders in Large Enterprises (>100 employees) responsible for strategy, planning, and implementation.
- Administration and IT managers in Government entities responsible for strategy, planning, and implementation.
- Business and IT leaders in Non-Government Organizations
- Local System Integrators and Consultants (non-reselling)

### **Hours**

The total course time of 50 hours includes 35 hours of facilitated discussions, group exercises, and case studies and 15 hours to complete the online course materials.

### **Course Outline**

#### **1 Strategic Imperatives**

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

#### **2 Management Strategies**

- 2.1 Management Strategy Fundamentals
- 2.2 The Business Value Framework
- 2.3 Networked Virtual Organizations

#### **3 Organizational Readiness**

- 3.1 Value of Organizational Readiness
- 3.2 IT Governance and Planning
- 3.3 Moving Towards Organizational Readiness
- 3.4 Organizational Readiness Planning
- 3.4 Readiness Assessment and Plan Development

## 4 ICT Solutions

- 4.1 Understanding Internet-Enabled Solutions
- 4.2 Examining Workforce Optimization Solutions
- 4.3 Finance Overview
- 4.4 Human Resources Overview
- 4.5 Learning and Development Overview
- 4.6 Customer Facing and Supply Chain Solutions

## 5 Strategy Development

- 5.1 Situation Analysis and Visioning

## 6 Portfolio Management

- 6.1 Portfolio Management Overview
- 6.2 Business Process Management
- 6.3 Project Lifecycle Management
- 6.4 Change Management and Adoption Strategies

## 7 Business Case

- 7.1 Creating a Business Case
- 7.2 Financial Concepts



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