

iExec Enterprise Essentials Overview



Cisco Entrepreneur Institute

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iExec Enterprise Essentials Workshop

The iExec Enterprise Essentials workshop is a Cisco leadership and management course. The main objective of the workshop is to demonstrate the value of information and communication technology (ICT) solutions to owners, non-IT managers, and leaders in for-profit businesses, whether they are small, medium, and large. The 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 organization.

The workshop consists of leader-led instruction, small group work, on-line learning, and an individual project. Case studies, group exercises, individual activities, and the Participant Workbook 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 three categories:

- Small Business owners and leaders
- Business and IT leaders in Large and Medium Enterprises who are responsible for strategy, planning, and implementation
- Local System integrators and consultants

Hours

The minimum workshop time is 55 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 Web 2.0
- 1.10 Workplace Trends
- 1.11 System 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

3.4 Organizational Readiness Planning

3.4 Readiness Assessment and Plan Development

4 ICT Solutions

4.1 Solutions

4.2 Workforce Optimization

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 Small Business

4.10 Large Enterprise

4.11 Industry

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



Americas Headquarters
Cisco Systems, Inc.
San Jose, CA

Asia Pacific Headquarters
Cisco Systems (USA) Pte. Ltd.
Singapore

Europe Headquarters
Cisco Systems International BV
Amsterdam, The Netherlands

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