M-Cot Corporate Training *introduces the internationally-acclaimed*

Business Analytics: the iMPACT Programme
critical thinking for problem solving using data

Business Analytics is becoming an ever more invaluable tool for addressing the competitive challenges of the fourth industrial revolution. Does your enterprise struggle to convert data into accurate, comprehensive, dynamic reports that can inform, guide and monitor strategic direction?

The iMPACT programme employs a revolutionary approach to applying critical thinking for problem solving using numbers in four foundational Excel-driven courses over a 5-day structure.

Delegates will evolve from the iMPACT programme with FOUR key competencies:

- ✓ *BETTER ANALYSIS: present concise information quickly with maximum data integrity*
- ✓ *FASTER PRIORITIZING: provide objectivity in how to trade off and focus priorities*
- ✓ *SIMPLER VISUALIZATION: avoid the real-life pitfalls in information analysis and presentation*
- ✓ *SMARTER COMMUNICATIONS: prepare iMPACTful presentations and apply the "Magic Circle" for communications*

About the presenter:

Chris Lo is a multi-cultural change leader & provides executive level support to senior management teams concerned with the digitalization of their businesses. Chris is a consensus builder and integrator of diverse talents with multi-faceted leadership experience gained from diverse fields including military, government, NPO's, social enterprise, technology start-ups and academia. Chris has led 3-man teams to over 2,000-person organizations over 25+ years, with strong program and project management emphasis.

During his career with the Singapore defence force, he systems architected the Army 2025 blueprint for integrated and collaborative digital operations with advanced precision weapons and networked information technologies. This blueprint aggregated Chris's 15 years of diverse life cycle management experiences across the capability, development and acquisition spectrum to align prudence and practicality in cost, schedule and performance with strategic outcomes. Chris has the ability to translate strategic intentions into operational strategies and tactical requirements, coupled with execution leadership to deliver desired outcomes and impact.

Chris graduated in the top 1% in his class from the U.S. Military Academy at West Point in BSc, Nuclear Engineering, and holds a MSc, Systems Engineering Integration from the United States Naval Postgraduate School. He served Singapore as a full-time Army Officer for 23 years and is a veteran of Afghanistan.

ANALYTICS-RELATED PROJECT EXPERIENCE

- HR Sector Analytics Reporting System (2017)
- Non-profit Donor Management Decision Support System (2016)
- Non-profit Management Accounting Decision Support System (2016)
- Food Product Supply Chain Optimization Simulation System (2016)
- Car Distributor Stock Analytics Reporting System (2015)
- Shipping Investment Analytics Modelling (2014)
- Operational Logistics Management Analytics Reporting System (2012)
- Weapon Effects-Target Optimizer System (2011)
- Force Generation Trade-off Analysis Scenario Optimizer (2010)
- Ops Cost Sustainability Analytics Reporting System (2008)
- Operational Test & Evaluation Design of Experiments and Execution (1996 to 2003)

Chris now helps organisations to architect change into sustainable digital enterprises for the Sharing Economy, with his proprietary iMPACT methodology.

What delegates will learn:

This certificate suite comprises of four foundational Excel-driven courses, conducted through face-to-face training in highly participative workshops:

Course Name	Time	Why this matter to YOU	What YOU will Learn	Impact
Evolve with *Better* Analysis **(Foundation)**	2 days	Empower yourself to prepare interactive reports faster to free up more time for analysis	• Learn about the iMPACT Model building method • Build interactive & dynamic analysis reports	• Present concise information to management quickly and with maximum data integrity
Evolve with *Faster* Priority	1 day	Empower yourself to prioritise issues supported by data to enable focus on business issues	• Learn about CARVER & Pareto Charts • Build a CARVER decision engine • Build interactive & dynamic pareto charts	• Provide objectivity in how to tradeoff and focus priorities
Evolve with *Simpler* Visualization	1 day	Empower yourself to design and build effective visual dashboards for better decisions	• Learn about Dashboard design principles • Build interactive & dynamic dashboards	• Avoid the pitfalls of real life challenges in information analysis and presentation
Evolve with *Better* Communications	1 day	Empower yourself to communicate business insights more effectively from the decision makers perspective	• Prepare iMPACT presentations • Learn and apply about the Magic Circle for communications	• Present concise information to management quickly and with maximum data integrity

What previous delegates have said about Chris Lo:

"the best teacher teaches from the heart, not the book. Chris guided me and my teammates through the customer development process to commercialize a piece of novel technology. With his extraordinary leadership to guide us through ambiguous situations, and competencies to connect the dots, we achieved a breakthrough pivot. Chris possesses a high level of business acumen and experience; his relentless encouragement empowered me to be brave, a better businesswoman and a better person" - Mai Pham, impact entrepreneur, October 2018

"the critical thinking skill I learned from Chris provided me with the What and Why insight in terms of identifying internal resource bottlenecks and how we can subsequently leverage on the Pareto Principle for a sustainable positive outcome" – Lawrence Poh, International Tax Strategist, Feb. 2018

"Chris was actively involved in our team's learning journey from the start, providing guidance drawn from a business conceptual perspective and from his own personal entrepreneurial experiences. He displayed a masterful grasp of business frameworks/methodologies/models such as the 'business model canvas', 'value proposition canvas', and '2 by 2 metrics' to name but a few. His guidance towards the effective use of these models for product/market validation was invaluable to our successful completion of the LLP programme – Jun Han Yeo, Big Data Engineering & Analytics, November 2018

Programme Schedule & Investment

When?   TBA

Where?   Sandton

How much?   R3950 excl VAT per delegate per day

Note: Because competency in several advanced concepts of MS Excel is a prerequisite for success on this programme, M-Cot will provide, if required, a one-day Excel bridging course at no additional cost

About M-Cot Corporate Training

M-Cot's reputation for quality training delivery spans more than 20 years. Our strength lies in our resource base of loyal and passionate specialists with whom we have developed the programmes that they themselves present – we do not make use of "generalist" trainers.

Fully Seta-accredited since 2007, many of our facilitators are also assessors, moderators and skills development facilitators. M-Cot is 100% female-owned, 51% black female-owned, B-BBEE level 2.

Warranty

Almost unique in the training services industry, M-Cot offers a no-charge guarantee; we are confident of our service quality to the extent that, if the aggregate of our delegates' evaluations score the programme "average" or "below average", we will not charge for that programme.

Next Step

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