



THE BUSINESS MODEL EXCELLENCE INSTITUTE

EXCELLENCE FOUNDATION®

6 key competencies to empower you
and vastly improve your performance

COMBINED ONLINE & CLASSROOM COURSE

Empower yourself with Excellence

PROGRAM 2023-2024

Leading & Deciding in Complexity & Uncertainty



The world we live in is becoming more and more Volatile, Uncertain, Complex and Ambiguous (VUCA). The demands on businesses and employees are relentless. So, leaders and knowledge workers need to constantly develop, to avoid skill-gaps expanding.

Knowledge workers need a broad set of competencies to succeed at work*. But few people master all these cognitive power / Excellence competencies.

BMEI combines the latest in behavioural impact-learning with proven & practical tools to help you master the competencies of the future.

The programs are blended, fast-paced and highly effective - with industry leading impact and ROI.

** The Future of Jobs Report, World Economic Forum, 2020*

BUILDING AN EXCELLENCE FOUNDATION

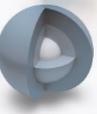
BMEI's Excellence competencies create the foundation for you to work on the next level – and beyond. Each competency is a unique performance multiplier, which at the same time empowers you to tackle more complex assignments. Learning them leads to significantly better results, but also a sense of calmness, control and confidence.

The Excellence Foundation® program teaches you essential competencies within Leading Yourself, Leading the Business and Leading Others. The program and competencies are highly integrated, with synergies across all the modules.

Read more about the program content in the following pages.

What you will learn – key topics

Learn critical competencies of the future ...



“LEAD SELF”

Self-leadership & effectiveness

- Enhance your value creation & personal effectiveness
- Improve your focus and time allocation
- Learn how to deal with complexity, ambiguity & transformation
- Become more calm, confident and in control and enjoy your work much more

“LEAD BUSINESS”

Business Acumen & navigating VUCA

- Familiarize yourself with Industry 4.0 & The Future of Work
- Learn how to drive performance in VUCA environments
- Learn how to acquire new knowledge & competencies
- Get methods to combat complexity

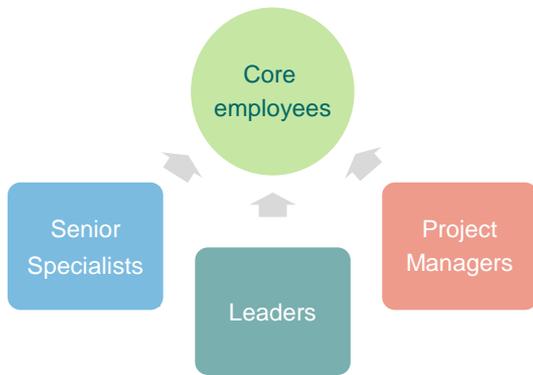
“LEAD OTHERS”

Emotional Intelligence & interpersonal

- Determine ways to build trust and improve collaboration
- Learn how to better understand, influence and persuade others
- Enhance your customer understanding & orientation, also with internal stakeholders
- Build accountability and adaptability in yourself and others

Who should participate?

Target audience



- Participants are typically **leaders, product owners, project managers, talents and senior specialists**, from Manager to VP-level, interested in taking their performance to **the next level**
- Participants in Open Enrolment-programs **represent leading Danish & international companies**
- The program competencies are **relevant for virtually any role and function** involving complex assignments



Satisfaction overall

9.4 (10)



Net Promoter Score (NPS)

80

Return on Training

WHY participate – lift your performance to the next level

- Master tools & methods to **increase your impact** and **reach the next level of performance...**
- **Discover your potential and grow your capacity** (effectiveness & efficiency) – it is much larger than you think...
- **Succeed with challenging tasks & strategic initiatives** and learn how to handle complexity, uncertainty and transformation...
- Empower yourself and **increase your autonomy** – so you are more calm, confident and in control...
- See how to **improve your trustworthiness, collaboration and influencing skills** – and gain support for your ideas and proposals...



3 workshop days and 7 digital learning modules over 6 weeks



~2-3 hours of self-paced online learning per digital module



DKK 18.480 plus VAT.
Includes food and drinks, Diploma, Excellence Guide + Handbook & the book 'Business Model Excellence'

Excellence Foundation[©] – Open Enrolment Setting & Duration



Description

- Training in 6 core competencies of the future
- Aligned with actual job activities & challenges
- 3 impact surveys (pre, post and job)
- All digital learning modules & program materials are in English
- Workshops are conducted in English or Danish

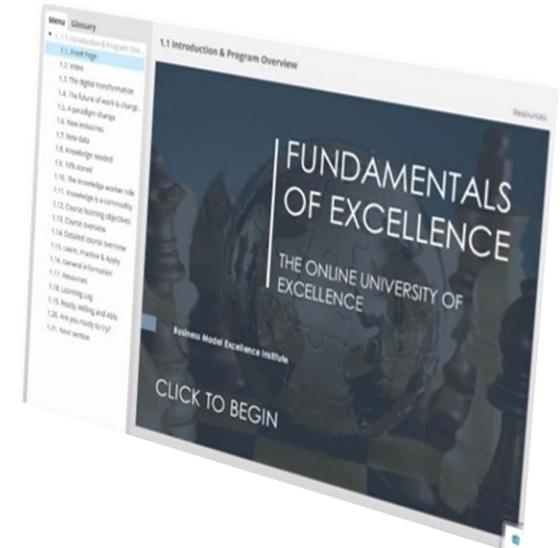
Duration

- Total of 2 days online modules + 3 workshop days in 6 weeks:
 - 6 unique online modules + 1 intro module (~2.5 hours of self-paced online learning per module)
 - 3 full day, high-impact workshops

Location (Open Enrolment) and kick-off

- Open Enrolment programs are held on campus in DTU Science Park, Diplomvej 381, 2800 Kgs. Lyngby
- **Kick-off every quarter – January, April, August, October**

Build on top of this program with Transformational Excellence[©] or consider the full Fundamentals of Excellence[©] program



Price (Open Enrolment)

DKK 18.480 plus VAT

Includes food and drinks, Diploma, Excellence Guide + Handbook & the 'Business Model Excellence' book

Excellence Foundation[©] – Open Enrolment

Program structure & modules - 2 days digital learning + 3 workshop days



Week 0



ONLINE KICK-OFF + BUDDY

Week 2



WORKSHOP 1

Week 4



WORKSHOP 2

Week 6



WORKSHOP 3



PREPARATION

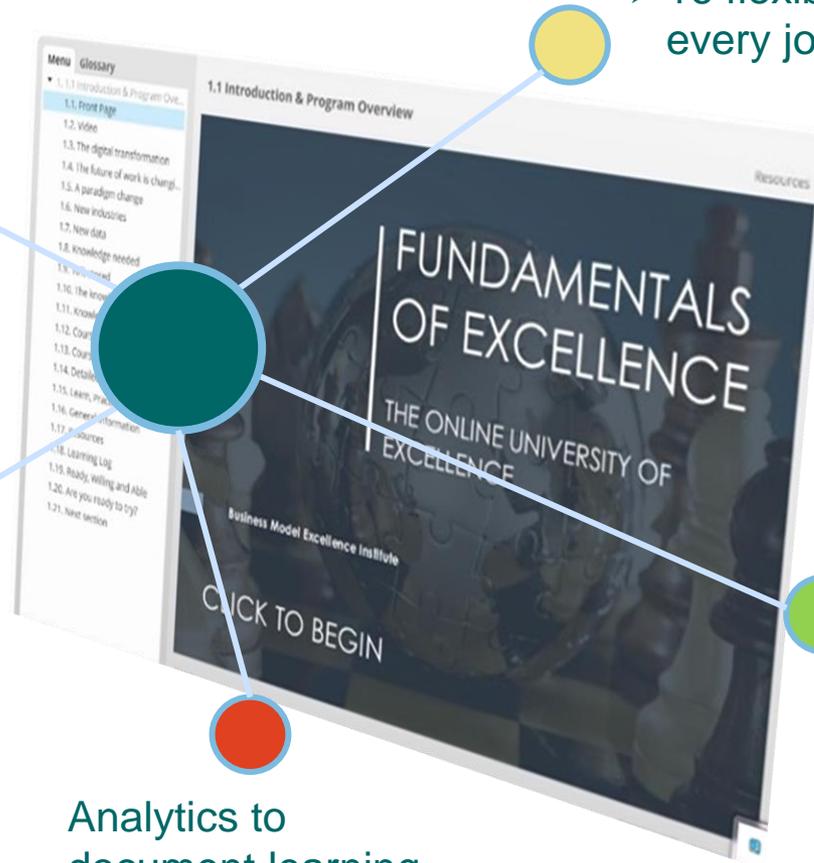
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- 1.1 Value Creation
 - 1.2 Performance & VUCA Leadership
 - 1.3 Exponential Learning
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- 2.1 Customer Orientation
 - 2.2 Process Essentials
 - 2.3 Collaboration & Trust
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- A Time application study
 - B Performance measure analysis
 - C Process mapping exercise
-

Our next generation digital learning Academy...



Digital learning universe:
Convenience,
flexibility, quality,
affordability

- 10 core competencies
- 16 flexible training modules for every job role and level



Learn, Practice &
Apply structure for
deep - and company
relevant – workplace
learning

Analytics to
document learning
and measure impact

- Intense and high impact “learning sprints”
- Flipped classroom with online preparation and immersive in-person classroom workshops

Business Model Excellence Institute

Training & Advisory since 2008



MISSION AND PASSION

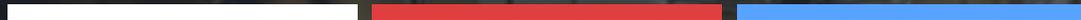
The Institute's mission is to assist organisations and individuals in delivering superior performance and unleashing their full potential.

VALUES

Integrity, Courage, Commitment, Humbleness.

SERVICES

BMEI provides training and advisory in the Excellence Competencies and Transformation Capabilities required to succeed with current and future business challenges. We help individuals to handle their growing job complexities, while enabling organisations to succeed with transformative change.



The Business Model Excellence Institute©

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