



MALTA UNIVERSITY CONSULTING

INTRODUCTION TO ROADMAPPING AND BUSINESS LANDSCAPES (2.5 hours)

Date: 11th April 2018

Time: 16.00 Coffee & Registration

16.30 – 19.00

Venue: Conference Hall, Malta University Residence, Lija

Fee: €65

Aim and contents of course: (including target market)

To give Maltese Industrialists and Business Owners an appreciation of techniques used in the UK to create strategies that deliver rapid and sustainable growth.

Course outline:

- Introductions and Aims
- Case Study on UK SME transformation
 - Including the use of Landscapes to refresh a company's strategy
- Presentation on Roadmapping Concept and Terms
 - Explore the differences between Roadmapping and Landscapes and the various different type of Roadmaps
- Group discussion / plenary session on current strategic tools used by delegates.
 - How these tools would fit into a Business (Company) Landscape
- Group work – worked example on “Indirect Forces” and how these would fit on a Maltese Industry Landscape
- Where to find further sources of information and help
- Lessons Learnt

Learning outcomes:

- Understand what UK SME's are doing to ensure they achieve ambitious yet sustainable growth plans.
- Techniques to align organisational thinking to focus on the key business imperatives
- The fundamental differences and benefits of creating Landscapes and Roadmaps.
- How Roadmaps can align technology and commercial perspectives
- How Roadmapping is used in Innovation management – both exploiting technological advances and future market needs.
- How to incorporate current, well understood strategy tools and techniques into a Roadmap / Landscape
- Develop delegates' capabilities to critically review their own strategies to achieve rapid and sustainable growth

Delivery style:

- Powerpoint Presentation
- Group Discussion
- Group Work – using Poster and Post-its

Course Tutor: Mr Nick Sullivan



Nick, of Maltese origin, has over 25 years experience in international manufacturing and service environments, including 7 years in Managing Director roles leading major transformations.

He has worked with automotive OEM's creating step change in organisational effectiveness for companies both in the UK and Germany, worked with Strategy Consultants Booz Allen & Hamilton and led major supply chain initiatives in the Aerospace Industry for GKN Westland Helicopters. He then moved into the service sector and developed a new service within Workforce Management, creating a £100m turnover company.

More recently, Nick has founded a couple of businesses and has been heavily involved with **Cambridge University's Institute for Manufacturing, Education and Consultancy Services (IfM ECS)**. The IfM ECS is well known in the UK for helping companies achieve a *clarity of strategy, essential for rapid and sustainable growth*.

Nick has graduate and post graduate Engineering qualifications from Cambridge University and an MBA from INSEAD.

Certification:

Participants who attend at least 80% of the sessions will be awarded a Certificate of Attendance issued by Malta University Consulting Ltd.

Course Registraton Fee and contact information:

Cheques are to be made payable to Malta University Consulting Ltd

For further information kindly contact: Malta University Consulting Ltd, Robert Mifsud Bonnici Street, Lija.

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