

# Negotiating Risks: A Business Planning Approach

In today's challenging business environment, management professionals cannot simply react to changing conditions. Instead, they must anticipate problems, assess potential impacts, plan responses, and collaborate with colleagues to implement them. This course introduces managers to the functions of business planning and risk management, emphasizing pragmatic approaches to leadership at the personal and organizational levels. (available in formats from 2 to 8 hours)

## OBJECTIVES

Upon completion of this course, participants will be able to:

- Know how to develop and implement a ten step process of business planning and risk management, including both the technical knowledge required to create a plan and the leadership skills required to institute it

## HIGHLIGHTS

- The five steps of business planning, including model development, volume analysis, cost structuring, revenue planning, and investment strategy
- The five steps of enterprise risk management, including environmental assessment, crisis definition, risk assessment, crisis response, and internal controls
- Developing a comprehensive plan
- How to present recommendations in an executive context

## DESIGNED FOR

Emerging and mid-level managers who require an introduction to the fields of business planning, risk management, and leadership negotiation techniques



## RECOMMENDED CPE:

8

## PREREQUISITE:

None

## EVENT ID:

NRISK

## COURSE LEVEL:

Basic

## FIELD OF STUDY:

Business Management & Organization

## BLI CURRICULUM:

Business Management

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For information regarding on-site training, email [aicpalearning@aicpa.org](mailto:aicpalearning@aicpa.org), call **800.634.6780 (Option 1)**, or visit [aicpalearning.org](http://aicpalearning.org).