

**Online Training Program of Vital Importance
100% Subsidized**

Business Process Management Model (BPM) for SMEs

***A model for increasing productivity and enhancing
competitiveness***

About the Programme:

The «***Business Process Management (BPM)» Model***, addresses the need for specialized and thorough training of business executives, in innovative and state of the art methods of managing their company's processes, with the ultimate goal of increasing:

- **productivity (by reducing at the same time the operating costs of the business)**
- **competitiveness**
- **their profitability**

In addition, the proposed Program aims to train business owners and executives in a practical methodology for evaluating and understanding the management of business processes, creating the conditions for efficient monitoring and continuous improvement of their activities.

The structure of the program enables the participants, through the application of a specialized methodology, to get in touch with the most modern management "tools" and to create a sustainable and sustainable competitive advantage.

Training Need

The perception of many owners and executives of small companies about the real (essential) cost of managing the processes of their companies, is often fragmented while in some cases there is ignorance and lack of information about the instant and excellent possibilities for its improvement.

The proposed Program responds exactly to these needs and characteristics by training owners and executives in a practical methodology for evaluating and understanding the management of their activities as business processes especially for small businesses, thus creating the conditions for continuous improvement.

According to this methodology, the term "improvement" has a broad definition and presupposes speed in decision-making and implementation (agile) in order to prevent potentially bigger problems. In particular, the main purpose of this model is to increase productivity, reduce operating costs, increase competitiveness and profitability, thus enabling companies to operate successfully in the Cypriot economy as well as in the European and global markets.

Program Objectives:

In summary, the program aims to:

- Present the new trends in the European and global economy and how they affect productivity, competitiveness and efficiency of companies as well as their strategy.
- Describe the theoretical background of the terms of Process, Procedure, Steps and Actions that apply to each company.
- Identify the Processes and Operations that small companies have and how they relate to each other, affecting operating costs, productivity and ultimately profitability.
- Analyse Business Process Management and its importance for gaining and maintaining a competitive advantage in an ever-changing environment.
- Describe the Life Cycle of the Processes and the steps of which it consists (Design, Modeling, Execution, Control, Optimization) as well as the contents and tools that concern each step of the Cycle.
- Understand how to Manage Business Processes using the appropriate tools.
- Highlight the capabilities of Business Process Management and the role of technology and innovation for Cypriot small and medium size enterprises to increase their productivity and improve their competitiveness.
- Illustrate how an integrated process management model can become a tool to create a sustainable competitive advantage

In-House part of the Program:

The In-house part evaluates the current state of the company and then a complete audit will be performed analyzing the possibilities of improvement in terms of business process management (BPM) through the application of the Process Life Cycle model, the identification of alternative management methods and in the active planning – taking into account the basic principles of BPM. Proposed changes to processes and operations within the company strategy will be discussed, an indicative action plan will be developed, and possible achievement goals will be set.

About the Trainer:

Mr. Rallis has over 20 years of professional experience having worked in Greece and abroad, both in the private and public sector at positions in business development, finance and marketing (TOYOTA, Viohalco, RAE, Council on Competitiveness, Athens Municipality). He is a Member of the Greek Economic Chamber, the Greek Institute for Marketing, member of the NLP in Greece Society, Chairman of the Hellenic Manchester Business School Alumni Association, Member of the Global Alumni Council of Manchester Business School.



He has lectured and advised in Business Management (B2B Marketing, Business Process Management, Six Sigma, Train the Trainer, Presentation Skills, Project Management, Customer Relationship Management, International Development) at companies and academic institutions for Globalisation and Competitiveness.

He holds an MBA from Manchester Business School, a Bachelor in Economics from the Athens University of Economics and Business.

Useful Information

The training will be presented through ZOOM platform.

Days and time: 27 & 29 of October and 3 & 5 of November 14:30-18:15. At the end of the seminar and upon agreement on the date, a four-hour consulting online meeting per participating company will follow with the trainer.

This program is approved by the Human Resources Development Authority as a program of Vital Importance and therefore is 100% subsidised for up to 3 participants per company (VAT €290,70 per participation not included). Please note that the cost of VAT is refunded to the participating companies.

This program is designed for SME's. Therefore eligible for subsidy, are all Cyprus based companies with less than 50 employees

Minimum requirements: At least 75% attendance to the seminar and 100% attendance to the 4-hour consulting.

Due to the limited number of entries, priority will be given.

For any other information or questions please call us on 25 36 65 71 or contact us via email at training@crccy.com.

Who can attend:

Due to its nature, the program is aimed exclusively at senior executives of very small and small enterprises, who exercise management and want to explore new ways to develop the competitiveness of their company.



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