

**Capacity and
Capability
Building project**

Portfolio Executive Courses Series

2024/2025





About Company

Business Developers Consulting (BDC) is an esteemed international consulting firm headquartered in the vibrant city of Istanbul, Turkey. Recognized as a leading consultancy firm, particularly in the Middle East and Eurasian regions, BDC is dedicated to guiding corporate and medium-sized business organizations towards success. From attracting investments to formulating strategic initiatives and discovering diverse investment channels, BDC's comprehensive consulting services cater to startups and established companies alike.

Mission

At BDC, our mission is to empower businesses by providing expert guidance in attracting investments, developing strategies, and enhancing management effectiveness. We focus on capacity and capability building across various sectors to drive sustainable growth and success.

Vision

Our vision at BDC is to be a globally recognized consulting powerhouse, setting the standard for excellence in strategic business development. We aim to continuously expand our influence, becoming the go-to firm for organizations seeking transformative solutions that drive sustainable growth and success in the dynamic landscapes of the Middle East and Eurasian countries.



Our Executive Courses

Capacity and Capability Program Executive Courses Series.

The Capacity and Capability Program Executive Courses Series is designed to provide professionals with advanced knowledge and practical skills in various domains critical to business success.

The courses are based on the needs of the labour market, on the growing requirements of organizations, companies and institutions, on the preparation for certifications and on the increasingly challenging professional skills required. Each course comprises 20 learning hours and its assessment is based on active participation and teamwork of the students.

Upon the completion of the course requirements, the participants receive a Certificate of Achievement issued by International Business Academy of Turkey.

Joint Program Delivery with IBAT

The programs are delivered jointly with the International Business Academy of Turkey (IBAT), combining the expertise and resources of both BDC and IBAT to provide a superior learning experience.

All diplomas are validated and issued by the International Business School of Scandinavia, ensuring international recognition and credibility.

Key Features

- **Advanced Knowledge and Practical Skills:** Gain insights and hands-on experience in key areas critical to business success.
- **Market-Relevant Curriculum:** Courses designed based on the needs of the labor market and organizational requirements.
- **Comprehensive Coverage:** Each course comprises 20 learning hours, ensuring a thorough understanding of the subject
- **International Recognition:** Diplomas validated and issued by the International Business School of Scandinavia.

Executive Course Outline

Course Duration: 20 learning hours per course over the course of 1 month time period

Executive Course Cost: **\$275**

Course Assessment: Active participation and teamwork

Course Outcome: Certificate of Achievement

Program Delivery:

- In-class teaching
- Online teaching via Zoom
- Blended – some courses can be delivered online and some in-class

Delivery Schedule:

- Sessions: Monday and Wednesday
- Each session: 4-5 hours
- Weekend Sessions: Fridays-Saturdays (10 AM to 2 PM)
- Note: Weekend sessions are available if agreed upon by all participants.
- Schedule can be adjusted to meet client requirements

Language of Delivery: English

Executive Courses:

1. Corporate Management and Governance
2. Risk, Issue and Crisis Management
3. Corporate Leadership and Strategy
4. Business Analysis and Planning
5. Entrepreneurship Management
6. International Business and Diplomacy
7. Conflict Resolution and Negotiation
8. Strategic Marketing, Branding and Reputation Management

1. Corporate Management and Governance

This course focuses on the foundational principles and best practices of corporate management and governance, essential for effective leadership in modern organizations.

- Understand corporate governance frameworks and their application within various organizational structures, ensuring compliance and ethical management.
- Learn best practices in corporate management, including decision-making processes, stakeholder engagement, and accountability, to achieve sustainable growth and maintain high ethical standards.



2. Risk, Issue and Crisis Management

The course equips participants with the skills needed to identify, assess, and manage risks, issues, and crises within an organization, ensuring resilience and continuity.

- Identify and assess risks across different business functions and environments, developing a thorough understanding of potential threats and vulnerabilities.
- Develop comprehensive strategies for effective crisis management and resolution, including communication plans, stakeholder management, and post-crisis recovery.



3. Corporate Leadership and Strategy

This course explores advanced leadership theories and strategic management practices necessary for guiding organizations towards long-term success.

- Understand key leadership styles and their impact on organizational performance, fostering a culture of innovation and excellence.
- Learn to formulate and implement strategic plans that align with corporate objectives, using analytical tools and frameworks to drive organizational growth.



4. Business Analysis and Planning

Participants will gain comprehensive insights into business analysis techniques and strategic planning processes crucial for organizational growth and development.

- Master business analysis tools and methodologies, enabling the identification of business needs and the formulation of effective solutions.
- Develop strategic plans that align with organizational goals, incorporating market analysis, competitive strategy, and performance metrics.



5. Entrepreneurship Management

This course provides the knowledge and skills required to successfully manage and grow entrepreneurial ventures in a competitive business environment.

- Learn the essentials of entrepreneurship, from ideation to execution, including business model development, market research, and financial planning.
- Develop business plans and strategies for startup success, focusing on innovation, risk management, and scalability.



6. International Business and Diplomacy

Participants will explore the complexities of international business operations and the role of diplomacy in fostering global trade and cooperation.

- Understand international trade regulations and practices, including import/export procedures, trade agreements, and compliance issues.
- Learn the art of business diplomacy to navigate cross-cultural negotiations and build strong international partnerships.



7. Conflict Resolution and Negotiation

This course focuses on the essential skills and techniques for effectively managing conflicts and conducting successful negotiations in a business environment.

- Identify and analyze conflicts within an organization, understanding their root causes and potential impacts on business operations.
- Develop negotiation strategies to resolve disputes amicably, using effective communication, persuasion, and problem-solving techniques.



8. Strategic Marketing, Branding and Reputation Management

This course introduces participants to the key concepts and strategies in marketing, branding, and reputation management, essential for building a strong market presence.

- Understand the components of effective branding, including brand identity, positioning, and equity, and how to develop brand strategies that resonate with target audiences.
- Learn to manage organizational reputation by analyzing the business environment, identifying desired brand perceptions, and creating strategies to build and sustain a positive public image.



YOU SHOULD JOIN AN EXECUTIVE COURSE IF

- You are a young working professional seeking to advance your career.
- You aim to develop new professional skills or refine existing ones in your industry, efficiently and effectively.
- You want to enhance your career opportunities by gaining specialized knowledge and practical skills.
- You are looking for a flexible learning schedule that accommodates your professional commitments.
- You seek to network with industry experts and like-minded professionals to expand your professional network.



DOCUMENTS TO BE SUBMITTED

- Application form
- 1 photo 3x4
- Passport copy – pages 1-3

All documents should be submitted **IN FULL no later than 2-weeks**

BEFORE the course start date.

The certificates are issued within the **1-month period AFTER** the course

closing date provided the payment is made **IN FULL**.



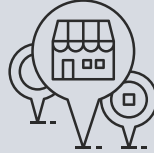
CONTACT US



+905 411 47 45 95.



Marketing@bdevelopers.org



**Tercuman Sitesi-A8,D1, Merkezefendi,
34015 Zeytinburnu/İstanbul,Turkey**



mhrgi.com

IF YOU'D LIKE TO GROW WE'D LIKE TO HELP