

A MAJOR AERONAUTICS AND SPACE AGENCY

Problem

A world-class learning center within this organization serves more than 5,000 engineers and scientists, has no dedicated campus, and a full-time staff of only one. As part of the organization's commitment to "New Ways of Doing Business," the training department needed to implement strategic management initiatives in order to be able to succeed in an intensely competitive international environment. These initiatives were aimed at improving the management effectiveness of the organization and demonstrating how cross-organizational teamwork is critical to the success of their strategic plan.

Solution

Using their trademark simulation and learning design as the primary focal point, Palatine Group's customized and delivered a sophisticated five-day Strategic Business Management simulation and workshop, which gave participants the opportunity to perform in a complex, highly competitive business environment. The simulation provided a realistic environment composed of five complex functions with human resources, vendors, quality requirements, demanding customers, and organization problems.

Results

The workshop provided the client with a rich laboratory to practice and improve strategic planning and implementation, and interpersonal and team behaviors. The client learned to analyze a business to identify its strengths and weaknesses; develop a vision for the business and a corresponding strategy for change; improve cross functional team performance; create an integrated business and cost plan for all business functions; and identify complex trade-offs.

Participants rated the workshop as one of their most meaningful experiences and the success of the training sessions resulted in the agency conducting numerous workshops on an annual basis.

About Palatine Group

Founded in 1976, Palatine Group is a leader in Project Leadership and Project Management simulations and technology-based learning solutions. For 30 years, Palatine has helped its clients accelerate their organization's performance, providing measurable results, along with increased profits. Palatine has trained over 50,000 managers, and is the first private company to launch computer-based business and project management simulations.