# RESOURCES CONNECT

A business development course helping businesses tap into the resources sector

## BUILDING A BRIGHTER FUTURE

**Transform your business and realise your full potential. Become Resources Ready and Internationally Competitive.**

## ABOUT RESOURCES CONNECT

Resources Connect provides the stepping stones towards capturing and developing your resource industry capabilities, teaching best practice on how to successfully enter the resources and energy sector supply chains.

Strong growth in the Australian Resources Sector has created significant opportunities, as well as challenges, for Australian manufacturers and suppliers.

The course has been designed specifically for owners of small and medium businesses interested in entering the Resources and Energy Sector.

The Government of Western Australia, Department of Commerce in partnership with Enterprise Connect and Melbourne Business School is offering a national business development course to assist Australian suppliers enhance their global competitiveness, create links with new business opportunities and improve their business capabilities within the mining and energy sectors.

## HOW WILL THIS PROGRAM HELP ME AND MY BUSINESS?

Entering a new industry can be daunting, stressful and completely unknown.

Resources Connect provides the stepping stones towards capturing and developing your Resource Industry capabilities, teaching best practice on how to successfully enter the Resources and Energy sector supply chains.
The course delivers solutions for the three main challenges suppliers face when aiming to participate in major resource projects:

- Pre-Qualification & Tendering Process
- Obtaining Finance & Managing Risk
- Collaboration & Industry Relations

Resources Connect has been established to assist Australian businesses meet these challenges, access global supply chains and build their capacity and capability.

## ABOUT THE PROGRAM

The course includes three 2-day workshops in which you will:

- learn from leading industry experts on topics such as Strategy & Leadership, Finance & Risk, Collaboration and Operation Management
- Completion of Enterprise Connect RISCI (Resources Industry Supply Chain Index) assessment
- Receive feedback and recommendations specific to your business from supplier panels comprising of key decision makers in the Resources Sector

Government of Western Australia
Department of Commerce

An Australian Government Initiative
ENTERPRISE CONNECT
Shaping Business, Transforming Industry

Mt Eliza
EXECUTIVE EDUCATION

THE UNIVERSITY OF MELBOURNE
MELBOURNE BUSINESS SCHOOL

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## WORKSHOP 1 (2 DAYS):

**Thinking about your business in new ways and thinking about your business in the right ways**

This workshop includes:

- Marketing your business/Your Business "Pitch"
- Business Strategy/Business Model
- Business Supply Chain
- Business Excellence Framework
- IDEA Innovation Model & Framework
- Quality Management & Process Improvement
- HR/IR Management
- Project Management - Scheduling & Delivery
- Training & Qualifying the workforce
- Pre-Qualification - Benefits/Costs & Detailed example
- Networking Event

## WORKSHOP 2 (2 DAYS):

**Thinking about your business in sustainable ways and how ready is your business to participate in the resources supply chain?**

This workshop includes:

- SME Finance: Balance Sheet, Income Statement, Cash Flow
- Access to Funding
- The Banker's Perspective
- Business Risk & Sustainability
- Occupational Health & Safety.
- Environmental Management
- Reporting & Communication
- Collaboration - why would you do it?
- RISCI Group Assessment

## WORKSHOP 3 (2 DAYS):

**Thinking about your business in collaborative ways and Action Planning for your business**

This workshop includes:

- Collaboration – how you do it
- Collaboration – a case study
- Business Risk and Sustainability
- Collaboration: Compatibility
- Program Review
- Resources Ready and Competitive Action Plan
- Supplier Resource Panel

## PROGRAM DATES AND LOCATION

**Three non-residential 2 day workshops totalling 6 days away from your business.**

**Venue:** AMC Jakovich Centre,
4 McGrath Road, Henderson, WA

**Workshop Dates:**

Workshop 1 6-7 November 2013
Workshop 2 4-5 December 2013
Workshop 3 4-5 February 2014
(Note – Attendances is required at all 3 workshops)

**Cost:** $4,950 (Incl. $450 GST)

**To Enrol** please contact Rob Cooper at MBS-Mt Eliza to obtain an enrolment form.

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