IPI Academy

MANAGEMENT forum



Presented by
Management Forum

Why Is My Business Not Growing? The 5 Hidden Reasons Most Small Businesses Plateau

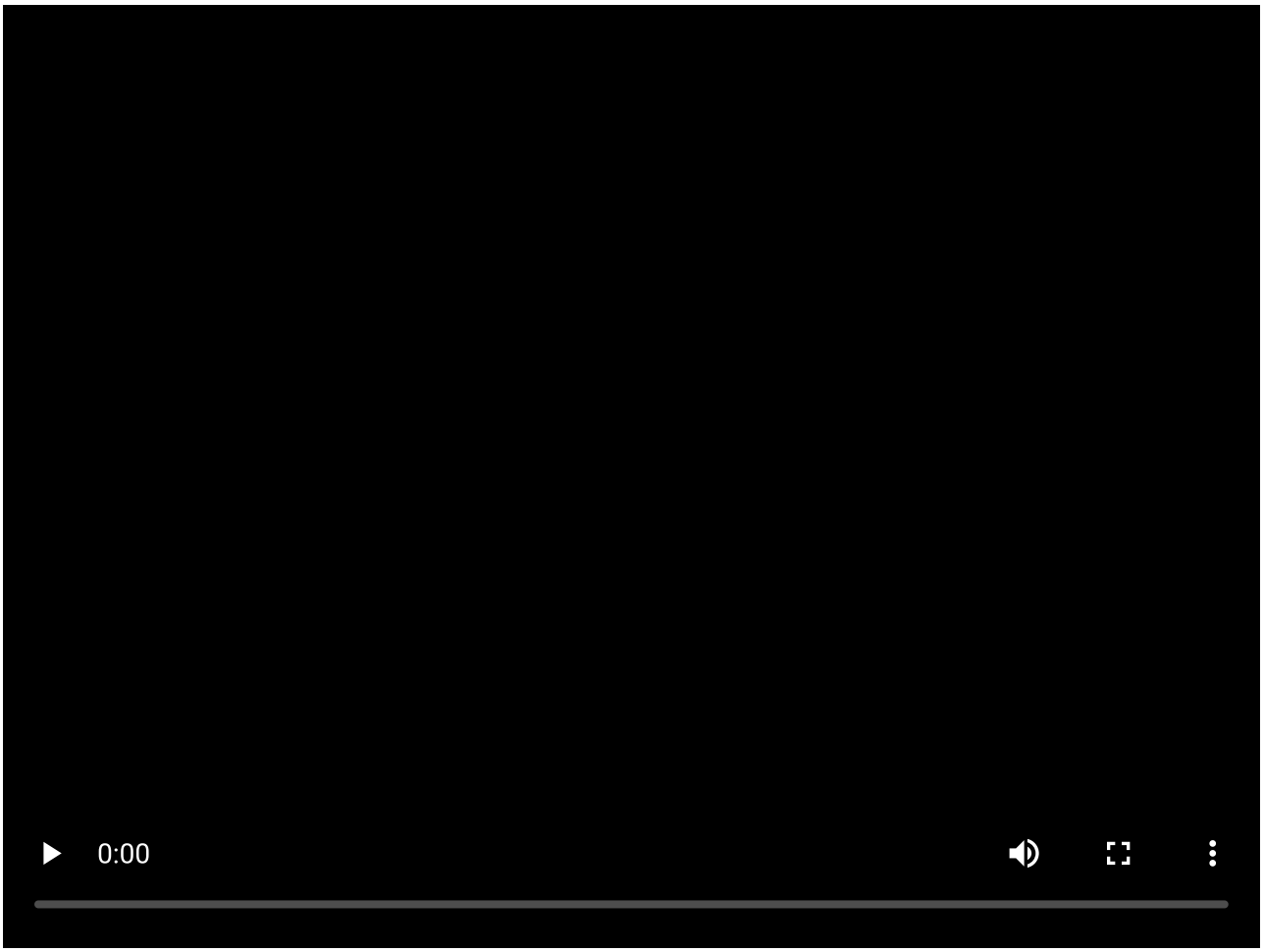
Why has my business stopped growing, and what's really holding it back? In this session, Claire Mould, a Global Strategist and Chair of the E.L.C, International Growth Council, will help small business owners identify the growth constraints affecting their growth and explore practical ways to restart growth and build a more profitable, scalable business.

Format:
Bespoke training

CPD:
1 hours for your records (depending on your requirements)

Certificate of completion

Overview



In this FREE lunchtime session, participants will gain practical insights into how to identify and address the hidden key risks that are negatively impacting their growth and therefore provide them with a market advantage in a rapidly evolving business landscape. Some of the primary growth constraints include:

- Incorrect positioning
- Brand visibility
- Lead generation and sales conversion
- Recruitment and retention

The session will also go on to outline how many businesses can grow revenue but still lose control of margins, cash flow, or cost drivers.

It will also provide an overview of necessary regulations and major differences in compliance requirements, outlining the most effective processes and procedures that need to be in place to prevent growth amplifying inefficiency.

Benefits of attending

Participants will gain practical insights into how to identify and address the hidden key risks that negatively impact their growth and therefore will provide them with a market advantage in a rapidly evolving business landscape. These include being able to:

- Address the main growth constraint(s) in their business
- Recruit new employees, suppliers and partner bases to ensure sustainable growth
- Grow revenue without losing control of margins, cash flow, or cost drivers
- Utilise metrics to ensure continual monitoring and evaluation into the future

Who should attend?

This session is for small business owners and founders who want to understand why their business is not growing and what practical steps they can take to restart sustainable growth. You'll learn proven strategies to increase revenue and efficiency, whilst building a stronger foundation for long-term success in a VUCA (volatile, uncertain, complex, and ambiguous) world. Whether you're looking to grow your customer base, improve profitability, or create a more scalable business, this session will provide practical actions you can implement immediately.

Run this programme in-house for your whole team

Coming to IPI Academy for your in-house training provides an all-inclusive service which gives you access to a wide variety of content, learning platforms and delivery mechanisms as well as your own personal training adviser who will work with you from the initial enquiry through to feedback and follow-up after the programme.

With over 600 trainers, all practitioners and experts across a huge range of fields, we can provide the training you need, where you need it, when you need it, and at a price which suits your budget. Our approach to tailored learning and development consists of designing and delivering the appropriate solution for each client.

For your FREE consultation and to find out more about how we can work with you to solve your training needs, please contact our training advisers:



ALEKSANDRA BEER
Tel: +44 (0)20 7749 4749
Email:
inhouse@ipiacademy.com



YESIM NURKO
Tel: +44 (0)20 7749 4749
Email:
inhouse@ipiacademy.com



Harry ALTAMONT
Tel: +44 (0)20 7749 4749
Email:
inhouse@ipiacademy.com

IPI Academy

IPI Academy is a training initiative of Falconbury and Management Forum; leading providers of industry training for over 30 years, based in the UK.

10-12 Rivington Street
London EC2A 3DU

ipi.academy
Tel: +44 (0)20 7749 4749
Email: info@ipiacademy.com