

TEAM ACADEMY 



مركز قطر للمال
Qatar Financial Centre
QFC FIRM NO : 01103



EBM

ENTREPRENEURSHIP &
BUSINESS MANAGEMENT



ENTREPRENEURSHIP & BUSINESS MANAGEMENT

Practicum in Entrepreneurship & Business Management.

“Self-contained and well-rounded practicum in Entrepreneurship & Business Management from Ideation till Successful business operations”

Duration: 2 Months | 60 + Hours | Weekly – 6 to 8 Hours

Mentorship | Consulting | Technology Support

OUR ACHIEVEMENTS & ACCOLADES



1200 + STUDENTS GRADUATED SO FAR | 500+ JOBS FAST TRACKED

Increase your morale and confidence to kick-start your business venture with ultimate clarity and test-to-trail toolkits that cover the complete lifecycle from ideation to operations.



Learn the DIY toolkits to set up the right business venture – Save up to 10K USD on the Business setup cost.

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COURSE FEATURES



Apply & make use of the best-in-class entrepreneurial technology kits to venture your business the right way & learn how digital tool kits can self-operate your business while you are sleeping. The learning will help you save huge costs on capital investment for digital tools.



Learn to apply Market analysis techniques & the nuances of People management, Leadership & Strategic business operations.

ELIGIBILITY CRITERIA

- Any Professional or Student who is willing to learn about Entrepreneurship and Business management.
- Anyone who is interested in starting up their own business and needs morale & technical support.
- Existing business owners who are willing to upskill the business operations more effectively and efficiently with the right tool kits.
- Professionals working at any level who wish to improve their business management acumen, leadership & digital transformation skills.
- This is a collaborative program. The trainer, participants, and guest speakers are expected to stay humble and critically appreciate each other contribution throughout the program.



COURSE BENEFITS

- Designing products or services which solve real-world problems based on design thinking scientific methodology.
- Practice the application of the blue ocean strategy to stand out from the competition – Apply the blue ocean strategy for processes, products, and services.
- Use digital transformation tools to effectively plan, collaborate, keep records, and manage business operations – Learn 25+ most powerful digital transformation tools for the modern business.
- Developing best practices in digital market research and connecting with the right customers.
- Applying effective leadership skills to foster collaboration and mitigate conflicts.
- Learn the high-level HR, Marketing, Finance, Operations & Project Management functions.

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TOOLS COVERED

- Business management & productivity: Odoo ERP & Microsoft Planner - Kanban
- Automation: Zapier, Tidio, 360 Dialog.
- Website & E-Commerce: Shopify
- Event Administration & Time management: Calendly
- Marketing & Sales: Odoo CRM, Eventbrite, Email Marketing tools, Lusha, Linked in Sales Navigator, LinkedIn business, Meta Ads Manager, Snap Chat Ads Manager & TikTok for business.
- Domain, Hosting & SSL management: GoDaddy & 101domain.
- Learning Management System: Talent LMS & Talent Cards.
- Content Marketing: Word tune, Quill Bot & Grammarly.
- Presentation tools: Prezi
- Video management: YouTube creator & Vimeo.
- Design Management: Figma & Canava.
- Analytics: Power BI & Google Analytics.
- SEO: SEMrush
- Process Mapping: Visio
- Project Management: MS Project or Primavera.



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LMS Course Features

Mock exams

Mock Exams

Productive
Templates

Productive Templates

SMART LEARNING MANAGEMENT
SYSTEM FOR EBm PREPARATION

Podcast of all Slides and Materials

Course Videos - retrievable from
Mobile app and Web browser

Useful Hyperlinks and personalised
Counselling

Productive Templates , Forms and
Business presentations

Topic Wise, Module wise and Chapter
wise Mock exams

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CERTIFICATION PATH

Team Academy Counsellors will provide necessary support to assist the aspirants for exam

CERTIFICATION 1

ILM – Leadership &
Strategy
Certifications

CERTIFICATION 2

PMI – CAPM

CERTIFICATION 3

PECB – Digital
Transformation
officer

CERTIFICATION 4

Google & Facebook
blueprint – Digital
marketing
certifications

CERTIFICATION 5

IBM – Design thinker

CERTIFICATION 6

Microsoft PL300 –
power Bi data analyst

PRINCIPAL COUNSELOR & TRAINER



Dinesh R M

MBA, MCP, PMP



Project Management

Specialised in Planning, Integration, Analytics, quantitative & qualitative project management.

Program Management

Managing integration complexities & risks between large projects.

Enterprise Project Management System

Analytics & Reporting

Specialised in data gathering, analytics and representation.

Excellent Communication & Leadership

Present ideas, conduct conferences and mentor Sr.Management on Projects & Program management process

- Digital Transformation
- Social Media Empowerment
- Mobile App & API integration specialist
- Business Apps Customization
- Enterprise Application Support & Customization
- Document Management system Design



DETAILED MODULE



17+
YEARS OF
EXPERIENCED
INSTRUCTOR



40
HOURS LIVE
INTERACTIVE
SESSION



Module 1

Ideation, Design Thinking & Blue Ocean strategy

Firm types & Business setup process

Module 2

Module 3

Design Thinking

Digital Transformation

Module 4

Module 5

Digital Marketing

Leadership & Business Management

Module 6



MODULE 1 : IDEATION

- We will facilitate a collaborative environment for young entrepreneurs and business stakeholders to foster a culture of innovation, Design Thinking & critically evaluate them with blue ocean strategies
- “Test & Trail in a business venture is too costly and time consuming – systematic thinking helps you to get the right things done”
- Deliverables: Mind map of your concept for business venture & feedback from the mentor.
- Topics Covered:
 - A. Empathize: Uncovering the customer painpoints& touch points.
 - B. Define the solution
 - C. Ideate: Mind mapping ideas and processes. Apply and critically appraise the blue ocean strategy.
 - D. Prototype: A mock-up of your business idea and solution.
 - E. Test if the prototype works in a simulation.
 - F. Qualitative & Quantitative feasibility study.



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MODULE 2 : FIRM TYPES & BUSINESS SETUP PROCESS

- Choosing the right firm type can have a short-term and long-term impact on the way how you serve the market with your products or services. It is vital to understand the scope of services involved, the articles of association, and the partner's involvement. Let's critically evaluate the Pros and Cons of venture capital and partnership models.
- Deliverables: Design the scope of service, Firm type & Articles of association.
 - A. Defining the right scope of service based on inputs from design thinking
 - B. Firm types and their pros and cons
 - C. Formulate the investment strategies
 - D. Formulating the partnership strategies
 - E. Drafting the key business formation documents



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MODULE 3 : DESIGN THINKING

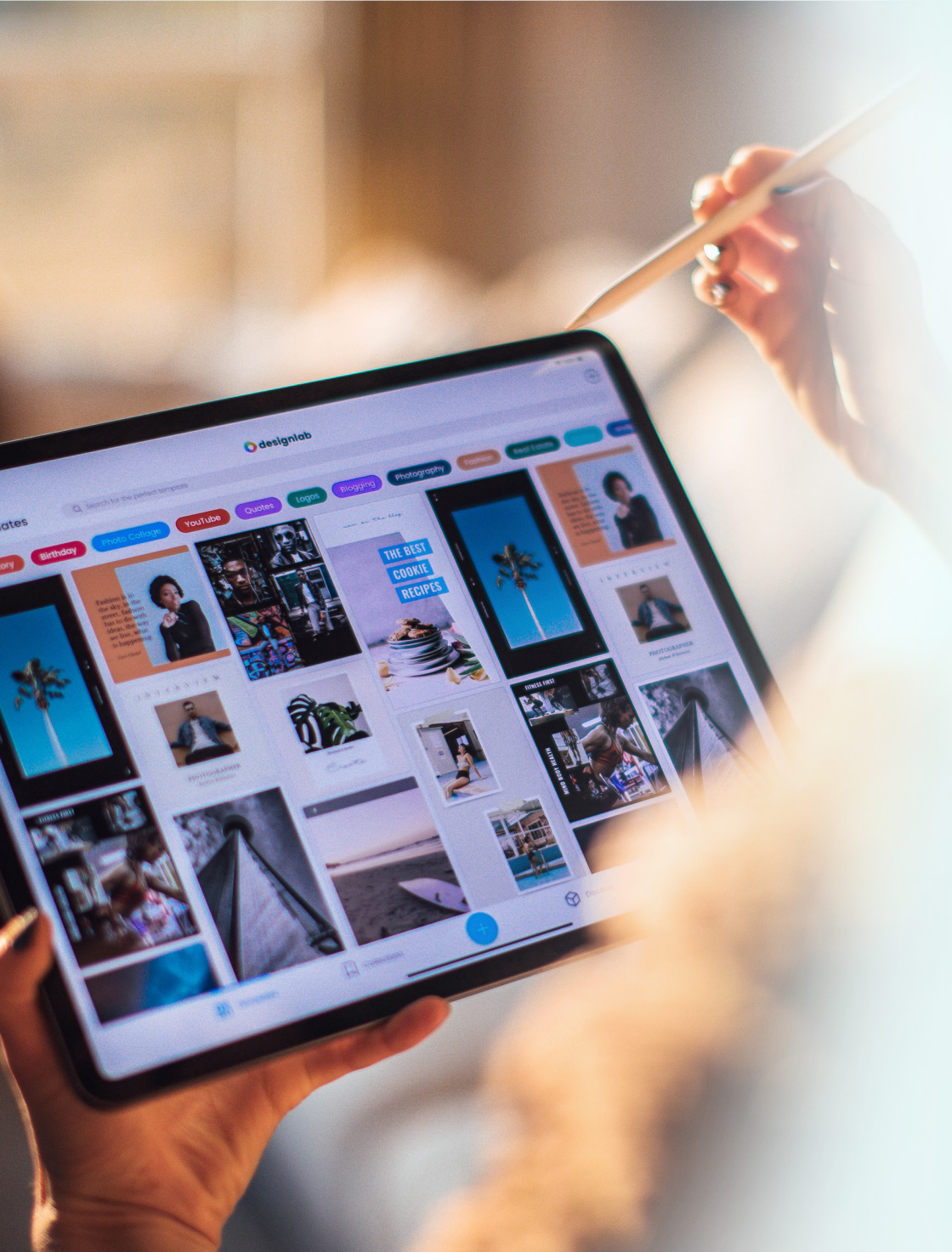
- Design thinking - Introduction
- Put the “enterprise” in Enterprise Design Thinking
- Prepare yourself for EDT
- Identify your users and their problems
- Recognize your assumptions
- Observe to learn more
- Restless Reinvention
- Bias toward action
- Actively seek great ideas
- Take Risks , Fail fast and cheap
- Diverse Empowered Teams.
- Include a variety of voices
- Build alignment across your team
- Start sharing stories
- Make a Plan
- What about tomorrow
- Put it all together

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MODULE 4 : DIGITAL TRANSFORMATION

- In this section, Practicum activities may take the form of action-based learning opportunities such as implementing your business ideas into action with various ready-to-go business tools such as website development, e-commerce store development, administration of the process, staff, and business operations.
- The important step is not just to learn the tools, But to define the business process and map the tools with the digital transformation drivers.
- Learn how to subscribe, Implement & administer the digital transformation tools for managing the business.
 - Business management & productivity: Odoo ERP & Microsoft Planner - Kanban
 - Automation: Zapier, Tidio, 360 Dialog.
 - Website & E-Commerce: Shopify
 - Event Administration & Time management: Calendly
 - Presentation tools: Prezi



MODULE 5 : DIGITAL MARKETING

- "Practicum in Digital Marketing Tools will help professionals to deeply understand the science of network between modern human beings and how to benefit them in the best advantage of running a successful firm"
- Deliverables : Prototypes of Social media platforms & Administration log keeping.
 - A. Exploring Social media stats within Qatar & Globally.
 - B. Administering Social platforms - Meta Ads, Linked In Ads, Google Ads, Snapchat ads, Tik Tok Ads, Social platforms in the State of Qatar
 - C. Administering Social Messaging platforms - SMS, Whats app marketing,
 - D. Omni channel Integration
 - E. Social Media Automation
 - F. Content marketing - Email, Sales Script. G. SEO Strategies & Management
 - H. Organic Growth Management

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Team Academy Achieved 5 Star Ratings in all Social platforms Which is publicly accessible, This achievement demonstrates the focus and Quality we show and concern for our customers.

MODULE 6 : LEADERSHIP AND BUSINESS MANAGEMENT

- Strategic management and leadership deals with processes aimed at setting the organization's direction, objectives and priorities in the ever-changing landscape. It also deals with focusing the internal energy and resources to achieve the objectives and at aligning internal and external stakeholders. Strategic management and leadership is about analysis, decision making and planning. This all with the aim to implement strategic plans to realize the desired performance.
- Benefits of having right leadership skills
- Overview of Leadership and Strategy Competency
- Introduction to Strategic Planning
- Align facility's Strategic Requirements to Entire Organization's Requirements
- Develop and Implement a Strategic Planning Process
- Develop a Strategic Project Plan or Project Master Plan
- Implement Strategy Using Tactical Plan



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Team Academy Achieved “Best Workplace for Women” based on the evaluation of Policies and procedures focusing on the welfare and security for women employees.

MODULE 6 : LEADERSHIP AND BUSINESS MANAGEMENT

- Lead and Manage the Organization
- Introduction to Leadership and Management
- Theories of Individual Behavior and Leadership
- Lead, Inspire, Influence and Manage the Organization
- Advocate for Management Needs and Priorities
- Organize and Staff the Function
- Develop Effective Teams
- Provide Leadership to the Entire Organization
- Codes of Conduct
- Customer, Supplier and Stake Holder Engagement
- Advantages & Disadvantages of CSR Policies
- Business management - HR, Finance, Operations, Marketing & Project management

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Team Academy Achieved 5 Star Workplace Rating, based on the evaluation of Ethics and Standards that we maintain.




OTHER COURSES & RELATED SERVICES



MICROSOFT POWER BI

🕒 2 Months | 15 Hours
📅 Weekdays or Weekend

Instructor Led Training



ORACLE PRIMAVERA

🕒 2 Months | 15 Hours
📅 Weekdays or Weekend


Instructor Led Training



CERTIFIED FACILITIES MANAGER

🕒 2 Months | 15 Hours
📅 Weekdays or Weekend

Instructor Led Training



PRINCE 2

🕒 2 Months | 15 Hours
📅 Weekdays or Weekend


Instructor Led Training



ITIL

🕒 2 Months | 15 Hours
📅 Weekdays or Weekend

Instructor Led Training



MICROSOFT PROJECT CERTIFICATION

🕒 2 Months | 15 Hours
📅 Weekdays or Weekend

Instructor Led Training

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TOTAL COST OF THE ENTIRE PROGRAM

Training & Consulting Cost on
Entrepreneurship and Business management
as a Professional Service is

7000 QAR

(All Inclusive to be Payable to
Team Solutions LLC)

Enrolment Process: Kindly share your Company Name, Full Name, Email address, Phone number, What's app number & **CV.email to info@teamacademy.net** & cc to **dinesh@teamacademy.net**

Payment Options: Bank Transfer / Cash / Credit Card / Debit Card

BANK ACCOUNT DETAILS: (INVOICES WILL BE GENERATED ELECTRONICALLY)

Bank Name	: QATAR ISLAMIC BANK
Branch Name	: GRAND HAMAD AVENUE, DOHA, Qatar, Corporate Branch
Swift Code	: QISBQAQAXXX
Beneficiary Name	: Team Solutions LLC
Account #	: 0152453250015
IBAN #	: QA60QISB000000000152453250015

BRAIN DUMPS INFOGRAPHIC VIDEOS



GOOGLE REVIEWS FROM CUSTOMERS

Neelagandan Ramu

Team Academy is a great institution and I fully enjoyed the entire course of PMP. Instructor had explained everything in detail and it made it easier for me and others to understand.

 5/5



Anmol P.B.

This place is really one stop for getting all the knowledge you need to be proficient with Program Management which makes you be a better Project Manager and your first step towards PMP Certification. Highly recommend!!!

 5/5



Mohamed Rajas Hanifa

Professional, well communication and they are eager to help any individual to enhance professional skills.

 5/5



Vinod T.S.

I would like to thank to Mr. Dinesh @ Team Academy; who made the PMP training more on the practical approach. He explained all the topics very well.

 5/5



[CLICK HERE TO VIEW ALL REVIEWS](#)

TEAM ACADEMY


LEARNING MANAGEMENT




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