



## CASE STUDY

### CABI



CABI is a not-for-profit international organization that improves people's lives by providing information and applying scientific expertise to solve problems in agriculture and the environment. This includes scientific publishing, development projects and research, and microbial services.

#### Who was it for?

Senior Managers (including Board members) from the global network of CABI – an inter-governmental body established by UN treaty providing information and applying scientific expertise to solve problems in agriculture and the environment.

#### Overview of the programme

With the Kaplan business simulation at its heart, this five day leadership programme provided participants from across the world with a unique opportunity to work together to develop their financial skills and commercial expertise.

Working together in teams, the delegates were able to explore opportunities to collaborate more effectively in order to develop a successful and sustainable business model.

#### Outcome

Through the simulation participants were able to draw parallels between the simulation and their own business units across a wide range of areas including;

- » Developing a sustainable strategy
- » Recognising the value of services and products and developing appropriate pricing strategies
- » Commercial skills including increasing financial awareness
- » Personal development including leadership, emotional intelligence and negotiation skills

#### Client feedback

***'An excellent and very stimulating programme!'***

Neil MacIntosh, HR Director