



CASE STUDY

DHL



DHL offers integrated services and tailored, customer-focused solutions for managing and transporting letters, goods and information.

Who was it for?

The KLP was delivered to DHL's Finance Academy delegates as the final phase of a twelve month leadership and personal development programme.

Overview of the programme

The KLP provided delegates with the opportunity to apply the knowledge and skills which they had acquired over the previous twelve months in a practical, commercial context.

The programme included training interventions covering:

- » Business strategy
- » Business plans
- » Negotiation skills
- » Performance reports
- » Key performance indicators

Theoretical models and approaches were considered in each of these areas prior to delegates applying them in the context of both the simulation and DHL's core business.

Outcome

The principle aim of DHL's Finance Academy is to develop their talented finance professionals into future leaders of the business.

The participants had the opportunity to put themselves in the position of a senior management team focusing on the creation of shareholder value. In particular they saw the financial consequences on the business as a whole of each and every decision made by their management team.

Client feedback

'Great overview and great insight to running a business.'

'I am surprised at how much you can learn in two days. The overall experience was invaluable.'

'Interactive and really got you thinking.'

'Really intense couple of days but well worth it.'