





## ►► The Program

Entrepreneurship has been embraced worldwide by individuals and organizations as the engine of socio-economic prosperity, growth and change. Entrepreneurial thinking and leadership is at the forefront of the creation of new enterprises, the succession and continuity of privately controlled businesses, the sustained competitive advantage of large corporations as well as the longevity of not-for-profit organizations.

Creating, fostering, and sustaining an entrepreneurial mind set is central to effective strategic execution, innovation, growth and change.

**“David Pistrui is a passionate, dynamic speaker whose materials reflect the rigor with which his ideas have been subjected to. Good stuff that has real practical application.”**

Mr. Tom Young, PF Human Interaction, Dubai, UAE.

## ►► Who Should Attend?

This program is designed for a broad range of business people, government officials, those wishing to start a business, and those who desire to improve the growth, profitability, and general performance and effectiveness of their organizations. Participants include

- ◆ Founders of entrepreneurial ventures
- ◆ Executives of global corporations
- ◆ Members and owners of family businesses
- ◆ Partners of service organizations
- ◆ Operations and finance managers
- ◆ Marketing and sales executives
- ◆ Brokers and other service professionals
- ◆ Individuals wishing to start a new business
- ◆ Executives and managers of government ministries

**“David Pistrui and Acumen Dynamics' counsel and encouragement helped us identify an opportunity to initiate a 7.5% price increase that produced a 15% increase in sales for 2004. Thank you, David!”** Daniel Taylor, General Manager, New York Coffee, Manama, Kingdom of Bahrain

## ►► Objectives/Benefits

### Participants will develop:

- ◆ Skills to Identify and analyze entrepreneurial opportunities for growth and learning
- ◆ A thorough understanding of the attributes and characteristics of an Entrepreneurial Mindset and Growth Orientation
- ◆ A deeper appreciation of different types of growth and development strategies
- ◆ Building Opportunity Recognition skills to discover, assess and develop emergent opportunities for growth and profitability
- ◆ Identifying a series of Implementable Attributes of Planned Growth specific to the participants organization

## ►► Workshop Format

This will include an overview and presentation(s) by the seminar leader, as well as an interactive exchange and discussion by session participants. Those who attend can expect to benefit from a combination of practical and theoretical frameworks to advance their knowledge, skills and entrepreneurial abilities including:

- ◆ Defining entrepreneurship in different organizational contexts
- ◆ Gaining insights into the role entrepreneurship plays in local, regional, and global economies
- ◆ Advancing the understanding of how entrepreneurship drives growth and socio-economic development in the private and public economic sectors
- ◆ Identification and definition of the central attributes, characteristics and dimensions of an Entrepreneurial Mindset and Growth Orientation
- ◆ Presentation and discussion of the Acumen Scorecard Framework that is used to foster an Entrepreneurial Mindset and strategic development that links people, strategy and performance
- ◆ Identification of entrepreneurial opportunities for growth and learning in your business, organization, and community

#### FEES

BD. 500

#### DURATION

2 Days -  
11-12 December 2005

#### TIMINGS

Day 1 9:00 am - 5:00 pm  
Day 2 9:00 am - 2:00 pm

#### VENUE

BIBF,  
Kingdom of Bahrain

## ►► About Acumen Dynamics And The Workshop Leader



David Pistrui, Ph.D., is a Visiting Professor in the Department of Management, DePaul University, Chicago, Illinois, USA. With over 20 years of business experience, Dr. Pistrui serves as an educator, advisor and consultant to family and closely held businesses, global corporations and not-for-profit organizations. Dr. Pistrui has worked in over 40 countries.

Dr. Pistrui serves as Managing Director of Acumen Dynamics, LLC, and has led the development of a strategy based education, training and research firm that focuses on practical knowledge and skills that help organizations align vision and strategy with execution and performance. Information may be found at [www.acumendynamics.com](http://www.acumendynamics.com)

Dr. Pistrui has held a number of scholarly appointments in the US and Europe. He served as the founding Managing Director of the Wharton Enterprising Families Initiative, in the Wharton School, at the University of Pennsylvania. In addition, Dr. Pistrui held the Raymond Chair in the Family Business, and served as the founding Director of the Center for Family Business and Entrepreneurial Leadership at Alfred University (Alfred, NY).

Dr. Pistrui holds a Ph.D. in Business Administration (Cum Laude) in Entrepreneurship, Strategy, and Management from Universitat Autònoma de Barcelona, (Spain), and a Ph.D., in Sociology from the University of Bucharest, (Romania). He earned a Master of Arts in Liberal Studies degree from De Paul University, Chicago, and a Bachelor of Business Administration in Marketing and Economics from Western Michigan University.

## ►► About Bahrain Institute of Banking & Finance (BIBF)

BIBF is a leading professional training Institute in Bahrain and the Gulf Region. It was founded in 1981 to provide essential training for the banking community in Bahrain. Since then it has evolved into an internationally recognized training and development organization where over 35,000 students have attended courses since its inception.

- ◆ BIBF has been recognized as a provider of superior value, uncompromising high levels of customer satisfaction and results-oriented solutions.
- ◆ BIBF has highly qualified faculty members of diverse nationalities devoted to advanced and enriching the human experience.
- ◆ BIBF has delivered quality programs in countries around the globe including, for example, Saudi Arabia, Kuwait, Oman, UAE, Qatar, Malaysia, Indonesia and Sudan, and it has provided instruction to participants from over 50 countries at BIBF.
- ◆ BIBF enjoys strategic relationships with internationally recognized professional organization which deliver programs jointly with BIBF. Among such organization, for example, are Federal Reserve Bank of New York, American Bankers Association, US Securities and Exchange Commission, NASDAQ, Darden Graduate School of Business (University of Virginia), De Paul University, Bentley College, University of Wales, University of Cambridge International Examinations, Chartered Institute of Bankers, Chartered Association of Certified Accountants and Chartered Insurance Institute.

## Managing to Win: Creating an Entrepreneurial Mindset for Balanced Strategic Growth & Learning

**Fees:** BD. 500 **Duration:** 2 Days (11 - 12 December 2005)  
**Timings:** Day 1 - 9.00am - 5.00 pm **Day 2** - 9.00am - 2.00 pm  
**Venue:** BIBF, Kingdom of Bahrain

### REGISTRATION FORM

**Organization Sponsored**  **Self Sponsored**

**Name of the participant (s):**

1. (Mr/Mrs/Ms): \_\_\_\_\_  
First Name
Middle Name
Last Name

Position: \_\_\_\_\_ Department: \_\_\_\_\_ Nationality: \_\_\_\_\_ Tel: \_\_\_\_\_ Email: \_\_\_\_\_

2. (Mr/Mrs/Ms): \_\_\_\_\_  
First Name
Middle Name
Last Name

Position: \_\_\_\_\_ Department: \_\_\_\_\_ Nationality: \_\_\_\_\_ Tel: \_\_\_\_\_ Email: \_\_\_\_\_

3. (Mr/Mrs/Ms): \_\_\_\_\_  
First Name
Middle Name
Last Name

Position: \_\_\_\_\_ Department: \_\_\_\_\_ Nationality: \_\_\_\_\_ Tel: \_\_\_\_\_ Email: \_\_\_\_\_

**Contact Person**

(Mr/Mrs/Ms): \_\_\_\_\_  
First Name
Middle Name
Last Name

Position: \_\_\_\_\_ Department: \_\_\_\_\_

Organization: \_\_\_\_\_ Nationality: \_\_\_\_\_

Address: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

Signature & Stamp: \_\_\_\_\_ Date: \_\_\_\_\_

#### Methods of Payment

1.  Please find enclosed a cheque for \_\_\_\_\_ made payable to BIBF

2.  Please debit my credit card:  Visa  MasterCard

Card No: \_\_\_\_\_ Expiry date: \_\_\_\_\_

Cardholder's name: \_\_\_\_\_ Signature: \_\_\_\_\_

#### Please forward this form together with course fee to:

The Registrar  
**The Bahrain Institute of Banking & Finance - BIBF**  
 P.O. Box 20525, Manama, Kingdom of Bahrain.  
 Tel: +973 17815518 Fax: +973 17729928  
 E-mail: registrar@bibf.com Website: www.bibf.com

**IMPORTANT NOTICE:**

All courses are subject to demand. The Institute reserves the right to cancel or postpone courses at short notice at no loss or liability where, in its absolute discretion, it deems this necessary.

**CANCELLATION AND REFUND OF FEES:**

In the case of cancellations by delegates, fees will only be refunded if a written notice of cancellation is received by the Institute not less than two weeks prior to the commencement of the course/program in question. Course/program fees already paid or invoiced may not be refunded and invoices will be due and payable. Substitute delegates are permitted.

**VISA PROCEDURES:**

GCC nationals and residents do not require a visa for the Kingdom of Bahrain. All others should have an entry visa, which BIBF can arrange. Should you wish that the Institute obtains an entry visa for you, please mail or Fax (+973 17 916402) our Information Desk, a copy of your passport at least 15 days prior to the course/program starting date. Visa costs will be charged to the participant.

**ACCOMMODATION & TRANSPORTATION:**

Hotel accommodation and transportation costs are the participant's own responsibility. Should you wish that the Institute arrange accommodation for you, please Fax (+973 17 916402) our Information Desk or Email [infodesk@bibf.com](mailto:infodesk@bibf.com) for assistance.