



**BALANCED SCORECARD AND
TRAINING EFFECTIVENESS
WORKSHOP**

Under the patronage of

**H.E. Mr. Jameel bin Mohammed Ali Hamidan
Minister of Labour**

In Partnership with



Bahrain Society of The
Private Training Institute



الجمعية البحرينية
لمعاهد التدريب الخاصة

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Venue:

The Regency Inter-continental Hotel – Bahrain
Al-Rifaa Ballroom

Date: March 24, 2013

Registration: 0800-0830

Workshop: 0830-1400

Lunch: 1400-1500



NEIL WATSON

BSc, Southampton University
PGCE, Southampton University



Community Positions	<ul style="list-style-type: none"> • Board Member, Hull & Humber Chamber of Commerce Council • Board Member, Bridlington Renaissance Partnership • Board Member, Holderness Coast Fisheries Local Action Group
Country experience	<ul style="list-style-type: none"> • UK, Spain, Hungary, Portugal, Bahrain, Saudi Arabia, USA, Hong Kong, Dubai, Japan
Technical Competences	<ul style="list-style-type: none"> • Process mapping and improvement • Supply chain analysis • Sales force management systems • IT Management

SUMMARY OF EXPERIENCE

Neil Watson is an experienced technical and general business manager in multiple sectors to board level. His background is in IT, moving to general business management, but also covers education and community work. He has management consultancy experience across a wide range of countries.

Neil is a founding Director and shareholder of Archomai, which is a consultancy specialising in logistics and supply chain challenges in emerging and developing markets. Neil's primary role is to identify

suitable partners from the UK and other countries to deliver the needs of Archomai's clients, especially to address training needs localised to their countries. Neil also heads Archomai's simulator training initiative, which is a key part of the Archomai Skills Capacity Building Programme.

The SCBP is designed to offer globally accredited vocational and managerial skills training. Other work includes a range of supply chain mapping projects and route to market strategies.

The Balanced Scorecard And Training Effectiveness and Some of its Implications

Workshop Outline

Part 1	Introductions	- Global / Local context
Part 2	Measurement	<ul style="list-style-type: none"> - Survey. Ask everyone to list their top 5 measures within their business - History of organisational measurement. Good and poor. - The Triple Bottom Line. - Balanced Scorecard emerges – History & why? - Balanced Scorecard – Examples from different industries
Break		
Part 3	Balanced Scorecard	<ul style="list-style-type: none"> - Creating a Balanced Scorecard – Theory N - Process mapping - Using a Balanced Scorecard – Theory N
Break		
Part 4	Resources	<ul style="list-style-type: none"> - Supply Chains compete or not - End to end measurement - Procurement
Part 5	People	<ul style="list-style-type: none"> - Skills or talent? - On the job or classroom? - Square pegs in square holes?
Lunch		
Part 6	In practice	<ul style="list-style-type: none"> - Working in groups to apply the principles and develop a Balanced Scorecard - General discussion and Q/A session

FOR FURTHER INFORMATION AND BOOKING PLEASE CONTACT:

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