Recognised expertise
APIC is an Australian Higher Education Institution, awarding accredited University level graduate degrees (highest degree is MBA)

Empowerment & performance
Our focus is on empowerment of individuals and performance improvements of business units

Transformative leadership
Nurturing real life managerial and leadership competencies

Integrated Framework
APIC applies an advanced framework schematically shown overleaf

Partnership
We work in partnership with industry, business and government

Learning Laboratory
APIC’s Learning Laboratory provides industry-based holistic tailored learning programs

APIC’s Corporate Training Program helps organisations to:
• Recognise their existing strengths and capabilities, and capitalise on them
• Chart a strategic direction for the organisation
• Map the required core competencies and determine HR needs
• Address competency shortcomings
• Transition to performance-based management
• Grow business volume and profit margins
Benefits of APIC’s Approach:
- Apply international best practices
- Sharpen strategic focus
- Map and strengthen core competencies
- Train managers for maximum performance
- Align people, processes, tools and goals
- Achieve exceptional performance shifts
- Become employer of choice and more!

**APIC’s Corporate Training Framework**

<table>
<thead>
<tr>
<th><strong>Entrepreneurial competencies</strong></th>
<th>Concerned with stimulating, locating and assessing opportunities and partnerships, structuring and securing deals, setting up supply chains, leveraging competencies, diversifying markets, leveraging network scale and generating sustainable solutions</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Managerial &amp; technical competencies</strong></td>
<td>Concerned with leveraging both tacit and formalised knowledge and ensuring that these are utilised to deliver specialised tasks, achieve goals and create desired products, facilities and systems</td>
</tr>
<tr>
<td><strong>Risk management competencies</strong></td>
<td>The ability to continuously inform and refresh decisions and actions through application of both formal and tacit processes and knowledge to assess and deal with threats, risks, uncertainties, ambiguities, complexities and change.</td>
</tr>
<tr>
<td><strong>Relational competencies</strong></td>
<td>Concerned with creation of trust, commitment, teamwork and communication among the coalition of organisations and individuals who often collaborate on projects and programs, including cultural sensitivity and correct attitude.</td>
</tr>
</tbody>
</table>

*Download APIC Chart of Competencies from: www.apicollege.edu.au*