

Annex D: SIM Academy Courses for the Wholesale Trade Sector

Courses Focused on Cognitive Skills	
Mastering Collaboration in Wholesale Trade	In today's dynamic Wholesale Trade landscape, success hinges on strong, collaborative relationships. This course equips participants with effective teamwork strategies to foster strong relationships with domestic and international suppliers, partners, and clients. It delves into virtual collaboration techniques and approaches to navigate diverse work styles, promoting successful outcomes in the wholesale environment.
Adapting to Win: Strategies to Navigate Wholesale Dynamics	The global Wholesale Trade market is a whirlwind of change. This course is designed to cultivate a growth mindset essential for navigating the ever-evolving dynamics of the global wholesale trade. Participants will develop skills to identify root causes of challenges and build solutions, ensuring continued success and effective team leadership through periods of transition.
Seeing the Big Picture: Transdisciplinary Thinking in Wholesale Trade	This course promotes the integration of knowledge across various functions within the wholesale business. Participants will learn to break down silos and leverage diverse perspectives to develop innovative solutions and gain a holistic understanding of the end-to-end wholesale process.
Tackle Trade Challenges with Problem Solving	The world of import and export throws curveballs. This course hones participants' problem-solving skills, enabling them to identify root causes of import/export obstacles and develop effective solutions. Frameworks for risk management and strategic decision making will be explored within the context of global trade challenges.
Unleash the Power of Data-Driven Decisions in Wholesale	This course equips the participant with analytical skills to make data-driven decision making for optimised import/export operations. Participants will learn to analyse data, evaluate solutions, and employ frameworks for informed decision-making, leading to strategic advantages in the global marketplace. By mastering these skills, participants will be better equipped to navigate the complexities of the wholesale trade sector and drive business success.
Employer Branding for Wholesale Sector	Participants will learn about the importance of employer branding in today's job market and develop plans to build and communicate their employer brand. By mastering these skills, participants will be better equipped to attract top talent and stand out in the market today.
Courses Focused on Sustainability Skills	
Environmental, Social and Governance Pillars of Sustainability	Sustainability is a rapidly growing area, with considerable focus in all industries and countries today. This two-day introductory course equips the participant the ability to approach sustainability concepts confidently and have a clear understanding of its value and importance and shows a step-by-step approach to initiate the certification process with details of reporting requirements that may be required.
Introduction to ESG and Carbon Footprint Management	Investors, consumers, and employees are demanding that companies make positive ESG (environmental, social, and governance) impacts and the game has changed. Positively contributing to society and the environment is now a "must have." In this 3-day course, participants will explore risk and opportunities, key tools and processes in stakeholder engagement, materiality assessment and development of an ESG strategy.