

Statement of participation

Kunal Wankhede

has completed the free course including any mandatory tests for:

Commercial awareness

This 2-hour course looked at how widening perspectives can enhance commercial awareness.

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www.open.edu/openlearn

This statement does not imply the award of credit points nor the conferment of a University Qualification.
This statement confirms that this free course and all mandatory tests were passed by the learner.

Please go to the course on OpenLearn for full details:

<https://www.open.edu/openlearn/money-business/leadership-management/commercial-awareness/content-section-0>

COURSE CODE: **BG020_1**

Commercial awareness

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Course summary

This short course encourages you to look across your organisation, at your place within it and the value you create. It considers how getting different perspectives and widening existing ones within your organisation can enhance commercial awareness.

Learning outcomes

By completing this course, the learner should be able to:

- articulate what an organisation exists to do: the value it creates
- appreciate a personal position within the organisation and how others relate to it
- relate the concept of a value chain to a personal working context, whilst acknowledging much more complex interrelationships within the organisation.

Completed study

The learner has completed the following:

Section 1

Understanding your organisation and how it creates value

Section 2

The value of identifying value

Section 3

How do organisations add value?

Section 4

Recognising value

Section 5

Knowing your place

Section 6

Thinking in systems

Section 7

Networks of interaction

Section 8

Mapping your organisation

Section 9

Conclusion