Advanced Applied Economics for Non-Economist Managers Training Course

1 – 5 March 2027
Addis Ababa

AGILE LEADERS
Training Center

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Ref: 1114_224277 **Date:** 1 – 5 March 2027 **Location:** Addis Ababa **Fees:** 4500 Euro

Overview

Advanced Applied Economics for Non-Economist Managers Training Course is a one-week course for managers, leaders, strategy teams, operations professionals and analysts, who leave with an Economic Decision Briefing Pack. Participants apply managerial economic analysis, supply and demand scenarios, inflation and interest rate analysis, exchange rate impact assessment and economic indicator interpretation to organizational choices. Agile Leaders Training Center develops applied economics capability for managers.

Who Should Attend

- Teams responsible for strategy, planning and business performance
- Teams responsible for pricing, capacity and operational decisions
- Teams responsible for finance-adjacent analysis and management reporting
- Teams responsible for market, customer and competitor assessment
- Teams responsible for policy analysis and organizational response
- Teams responsible for investment proposals without giving investment advice

The course assumes participants can interpret business data and explain decisions, and it leaves out mathematical economics, econometric modeling, investment advice and jurisdiction-specific policy advice.

Departments and Industries

The course supports departments and industries that translate economic conditions into operating decisions.

- Finance, banking and insurance
- Manufacturing, logistics and energy
- Retail, hospitality and consumer services
- Strategy, planning and business intelligence
- Operations, procurement and commercial management
- Public service, education and nonprofit organizations

Learning Objectives

By the end of this course, participants will be able to:

- Apply incentives and opportunity-cost reasoning
- Analyze supply, demand and market structures
- Evaluate inflation, interest and exchange-rate effects
- Compare monetary and fiscal policy transmission
- Diagnose growth, productivity and labor-market signals
- Build an economic scenario and decision brief

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Course Agenda

Day 1: Economic Reasoning for Decisions

- Scarcity and Opportunity-Cost Decision Frame
- Incentive and Behavioral Response Map
- Marginal Cost and Benefit Analysis
- Positive and Normative Claim Checklist
- Economic Assumption and Evidence Log

Day 2: Markets, Prices and Competition

- Supply and Demand Shift Diagram
- Price Elasticity Decision Matrix
- Market Structure Comparison Grid
- Cost Shock and Pricing Scenario
- Capacity and Resource Allocation Model

Day 3: Inflation, Rates and Currency

- Consumer Price Index Interpretation Method
- Demand-Pull and Cost-Push Inflation Map
- Nominal and Real Interest Rate Calculator
- Exchange Rate Transmission Chain
- Purchasing-Power Impact Dashboard

Day 4: Growth, Labor and Policy

- Gross Domestic Product Component Map
- Productivity and Labor Utilization Indicator Board
- Business Cycle Signal Checklist
- Monetary Policy Transmission Map
- Fiscal Policy Impact Scenario Tree

Day 5: Economic Decision Practice

- Exercise: Diagnose a Demand and Cost Shock
- Exercise: Assess an Inflation and Rate Scenario
- Exercise: Trace an Exchange Rate Exposure
- Exercise: Prioritize Responses to Economic Indicators
- Capstone Exercise: Economic Decision Briefing Pack

Practical Exercises

The course uses suggested activities to convert economic signals into organizational decisions.

- Suggested activity: map incentives and second-order responses in a pricing decision
- Suggested activity: test demand, cost and currency assumptions under alternative scenarios
- Suggested activity: interpret growth, labor and productivity indicators for capacity planning
- Suggested activity: present an economic decision with assumptions and trigger points

FAQs

Who suits applied economics for managers training, and what does it assume?

Managers, leaders, strategy teams, operations professionals and analysts suit the training. It assumes experience using business data and explaining organizational decisions.

How does applied economics for managers training differ from finance fundamentals training?

Applied economics examines incentives, markets, inflation, growth and policy transmission; finance fundamentals training commonly focuses on statements, budgets, cash flows and financial decisions.

How can managers use supply and demand analysis?

Managers use supply and demand analysis to separate movement from structural shifts, test pricing assumptions, identify constraints and anticipate responses from customers, suppliers and competitors.

Why distinguish nominal and real economic values?

Real values adjust for changes in prices, while nominal values do not. The distinction helps managers compare purchasing power, interest costs, revenue and performance across changing price conditions.

How should economic indicators support business decisions?

Economic indicators should support decisions through defined questions, consistent sources, trend and composition analysis, scenario ranges, operating implications and trigger points rather than single-number forecasts.

Conclusion

Participants take back an Economic Decision Briefing Pack containing market diagrams, indicator dashboards, transmission maps, scenario trees and a decision brief. The pack makes assumptions and economic effects visible. It supports consistent pricing, capacity, planning and risk discussions without turning analysis into a forecast claim.