

# Course : Risk and opportunity management

**What's at stake for your business and your organization?**

**Practical course - 2d - 14h00 - Ref. MGR**

**Price : 1300 € E.T.**

Managing risk means limiting the effects of uncertainty, moving from a reactive to a preventive situation, and protecting against potential consequences. Managing risk also means developing the resources needed to seize co-existing opportunities and optimize the chances of success. This training course will enable you to acquire an appropriate methodology for implementing and monitoring risk management at both operational and strategic levels.

## Teaching objectives

At the end of the training, the participant will be able to:

- ✓ Understanding the challenges of risk and opportunity management
- ✓ Diagnose your organization, assess risks and opportunities, implement actions
- ✓ Implement risk and opportunity management methods using appropriate tools
- ✓ Integrate this approach into a quality management system

## Intended audience

Quality managers, internal controllers, process managers and coordinators, Integrated Management System steering office managers.

## Prerequisites

Knowledge of current ISO 9001 standards.

## Practical details

### Hands-on work

Alternating theoretical contributions and practical activities in sub-groups, pairs or plenary sessions. Brainstorming, case studies and applications.

## Course schedule

### PARTICIPANTS

Quality managers, internal controllers, process managers and coordinators, Integrated Management System steering office managers.

### PREREQUISITES

Knowledge of current ISO 9001 standards.

### TRAINER QUALIFICATIONS

The experts leading the training are specialists in the covered subjects. They have been approved by our instructional teams for both their professional knowledge and their teaching ability, for each course they teach. They have at least five to ten years of experience in their field and hold (or have held) decision-making positions in companies.

### ASSESSMENT TERMS

The trainer evaluates each participant's academic progress throughout the training using multiple choice, scenarios, hands-on work and more.

Participants also complete a placement test before and after the course to measure the skills they've developed.

## 1 Defining the notions of risk and opportunity

- Identify the benefits of the risks and opportunities approach.
- Identify risk as uncertainty about the expected outcome and its consequences.
- Distinguish between the 3 main types of risk: strategic, managerial and operational.
- Improve results or system performance through opportunity analysis.
- Know the complementary definitions given by the various reference systems.

### Hands-on work

Brainstorming on the notions of risk and opportunity using an online brainstorming tool. Collective discussion and ranking of the various dimensions retained.

## 2 Master tools for analyzing internal and external issues

- Identify the scope to be analyzed.
- Understand your environment and the external influences that can impact your business using the PESTEL method.
- Define the 4 types of strategy best suited to the situation, using the SWOT method and the TOWS matrix.
- Analyze market competition based on Porter's strengths.

### Hands-on work

In pairs, participants use one of the tools studied to analyze their organizational situation. Large-group debriefing and feedback on the matrices used.

## 3 Select relevant risks and opportunities

- Draw up a risk analysis.
- Choose and apply a quotation method.
- Determine the probability of occurrence to make the right decision.
- Assess the impact on process performance and on the organization.
- Prioritize risks in an action plan.
- Identify opportunities and increase customer satisfaction (internal/external).

### Hands-on work

In two sub-groups, based on a case study, participants determine a scoring method and draw up a risk/opportunity analysis. Sharing in plenary session.

## 4 Define prevention actions and ensure deployment

- Distinguish between different risk responses: audit, control, inspection, risk management, etc.
- Define, plan and implement actions to address risks and opportunities.
- Empower players and involve them in a collective approach.
- Take account of changes/opportunities and reassess risks at regular intervals.

### Hands-on work

Using a template, participants build a draft risk management plan based on an analysis of an organizational context.

### TEACHING AIDS AND TECHNICAL RESOURCES

- The main teaching aids and instructional methods used in the training are audiovisual aids, documentation and course material, hands-on application exercises and corrected exercises for practical training courses, case studies and coverage of real cases for training seminars.
- At the end of each course or seminar, ORSYS provides participants with a course evaluation questionnaire that is analysed by our instructional teams.
- A check-in sheet for each half-day of attendance is provided at the end of the training, along with a course completion certificate if the trainee attended the entire session.

### TERMS AND DEADLINES

Registration must be completed 24 hours before the start of the training.

### ACCESSIBILITY FOR PEOPLE WITH DISABILITIES

Do you need special accessibility accommodations? Contact Mrs. Fosse, Disability Manager, at [psh-accueil@orsys.fr](mailto:psh-accueil@orsys.fr) to review your request and its feasibility.

**REMOTE CLASS**

2026 : 4 June, 15 Oct.

**PARIS LA DÉFENSE**

2026 : 28 May, 8 Oct.