

Business Acumen

Course Duration 1 Day

Through our Business Acumen workshop your participants will improve their judgment and decisiveness skills. Business Acumen is all about seeing the big picture and recognizing that all decisions no matter how small can have an effect on the bottom line. Your participants will increase their financial literacy and improve their business sense.

Business Acumen will give your participants an advantage everyone wishes they had. The workshop will help your participants recognize learning events, manage risk better, and increase their critical thinking. Business Acumen has the ability to influence your whole organization, and provide that additional edge that will lead to success.

Course Objectives

At the end of the course participants will be able to:

- Know how to see the big picture
- Develop a risk management strategy
- Know how to practice financial literacy
- Develop critical thinking
- Practice management acumen
- Find key financial levers

Course Outline

Seeing the Big Picture

Short and Long Term Interactions
Recognize Growth Opportunities
Mindfulness of Decisions
Everything is Related

KPIs (Key Performance Indicators)

Decisiveness
Flexible
Strong Initiative
Being Intuitive

Risk Management Strategies

Continuous Assessment
Internal and External Factors
Making Adjustments and Corrections
Knowing When to Pull the Trigger or Plug

Recognizing Learning Events

Develop a Sense of Always Learning

Evaluate Past Decisions
Problems Are Learning Opportunities
Recognize Your Blind Spots

You Need to Know These Answers and More

What Makes My Company Money?
What Were Sales Last Year?
What is Our Profit Margin?
What Were Our Costs?

Financial Literacy (I)

Assets
Financial Ratios
Liabilities
Equity
Financial Literacy (II)
Income Statement
Balance Sheet
Cash Flow Statement
Read, Read, and Read

Business Acumen in Management

Talent Management
Change Management

Asset Management
Organizational Management

Critical Thinking in Business

Ask the Right Questions
Organize Data
Evaluate the Information
Make the Decision

Key Financial Levers

Investing in People
Effective Communication
Process Improvement
Goal Alignment