

Business Acumen

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 Outline:

Module One: Getting Started

- Housekeeping Items
- The Parking Lot
- Workshop Objectives
- Pre-Assignment
- Action Plans and Evaluations

Module Two: Seeing the Big Picture

- Short and Long Term Interactions
- Recognize Growth Opportunities
- Mindfulness of Decisions
- Everything is related
- Case Study
- Module Two: Review Questions

Module Three: KPI's (Key Performance Indicators)

- Decisiveness
- Flexible
- Strong Initiative
- Intuitive
- Case Study
- Module Three: Review Questions

Module Four: Risk Management Strategies

- Continuous Assessment
- Internal and External Factors
- Making Adjustments and Corrections
- Knowing When to Pull the Trigger or Plug
- Case Study
- Module Four: Review Questions

Module Five: Recognizing Learning Events

- Develop a Sense of Always Learning
- Evaluate Past Decisions
- Problems are Learning Opportunities
- Recognize Your Blind Spots
- Case Study
- Module Five: Review Questions

Module Six: You Need to Know These Answers and More

- What Makes Money My Company Money?
- What Were Sales Last Year?
- What is our Profit Margin?
- What Were Our Costs?
- Case Study
- Module Six: Review Questions

Module Seven: Financial Literacy (I)

- Assets
- Financial Ratios
- Liabilities
- Equity
- Case Study
- Module Seven: Review Questions

Module Eight: Financial Literacy (II)

- Income Statement
- Balance Sheet
- Cash Flow Statement
- Read, Read, and Read
- Case Study
- Module Eight: Review Questions

Module Nine: Business Acumen in Management

- Talent Management
- Change Management
- Asset Management
- Organizational Management
- Case Study
- Module Nine: Review Questions

Module Ten: Critical Thinking in Business

- Ask the Right Questions
- Organize the Data
- Evaluate the Information
- Make the Decision
- Case Study
- Module Ten: Review Questions

Module Eleven: Key Financial Levers

- Investing in People
- Effective Communication
- Process Improvement
- Goal Alignment
- Case Study
- Module Eleven: Review Questions

Module Twelve: Wrapping Up

- Words from the Wise
- Review of Parking Lot
- Lessons Learned
- Completion of Action Plans and Evaluations

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