



Business Acumen Workshop

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.

Workshop Objectives:

- 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

For more information or to reserve your spot in this workshop, please contact:

Joseph (J.J.) Frazier
President

Mastering the Positive, LLC

Phone: (757) 962-7073

Mobile: (757) 952-8340

Visit: www.masteringthepositive.com

Email: jfraziers@cox.net



CLASS CONTENT

Module One: Getting Started

Workshop Objectives
Pre-Assignment

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: KPIs (Key Performance Indicators)

Decisiveness
Flexible
Strong Initiative
Being 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 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 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

Lessons Learned