

Business Acumen

**Must-have understandings for effective managers:
Managing for profitability.**

Business Acumen—The Missing Management Competency.

Business acumen is that almost intuitive understanding of how every function in an organization affects profitability. Over and above the essential interpersonal skills, communication capabilities, performance management, team building, problem solving, decision making and efficiency, business acumen can be the greatest predictor of a valuable and promotable manager or executive.

Who Should Attend

All managers and promotable high-potential staff.

What You Will Learn

This hands-on program uses case studies, online independent learning and business coaching. Aspects of it have been likened to “a BCom in 3 days”. Using Fortune 500 style management simulations such as the Foundation® and Capstone® business simulations, you will learn to:

- Read financial statements
- Use financial data in business decisions
- Grasp financial impact of decisions made in “non-financial” areas of business
- Apply competitive analysis
- Apply the learning to your job

Seminar Content

Topics covered include:

- Strategy and the focused selection of competitive tactics
- Applying financial ratios
- Cross-functional (interdepartmental?) alignment
- How team dynamics affect profitability
- Theory and practice running your own virtual \$100 million company

Prerequisite

None

Your Facilitator

Sal Polletta a graduate of McGill University and founder of VOLITION Development Group, he is a long time delivery partner with the Loyalist Training & Development Centre in Belleville Ontario. His high-energy presentation style and motivational abilities have successfully assisted a variety of public and private companies throughout Ontario. Sal designs and conducts effective training workshops and seminars in a variety of topics: Time Management, Critical Thinking, ISO 9000/14000, QS 9000 Series, Six Sigma APQP, Problem Solving and Decision Making, SPC, Communication Skills, Business Relationships and Strategic Alliances, Leadership, Customer Service, Team Building and Conflict Resolution

Duration

Full seminar: 3 – 5 day versions available



Skills that WORK.

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