

## COMMERCIAL ACUMEN FOR MANAGERS TRAINING

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**COURSE LENGTH: 1.0 DAYS**

Having commercial acumen is instrumental in successful decision making, recognising opportunities, creating flawless strategies, effective resource management, and accurate goal setting. Commercial Acumen for Managers Training Course provides intensive training in every internal and external activity that impact businesses, including risk management, performance analysis, identification of opportunities, problem solving, finance management, organising of data, and information evaluation.

This training course offers managers deep understanding and skill development in organizational management to enable them to achieve expertise in it.

The valuable and enriching course is now available throughout New Zealand, including Auckland, Wellington, Christchurch.

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## COMMERCIAL ACUMEN FOR MANAGERS TRAINING COURSE OUTLINE

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### FOREWORD

Managing a commercial enterprise involves handling various different tasks such as human resource management, risk management, change management, evaluation, decision-making and communication. This training course helps managers to develop and polish their commercial acumen in every area of management so that they develop mastery in management. The course includes skill development in creating strategies, managing employees, identifying risks, making and evaluating decisions, managing resources, organising data, and developing financial literacy.

After participating in this course, managers will have extensive knowledge of the techniques and methods used for developing commercial acumen in the shortest time possible.

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### OUTCOMES

**After completing this course, participants will have learned to:**

- ▶ Identify and use key performance indicators
  - ▶ Perform continuous assessment
  - ▶ Create risk management strategies
  - ▶ Initiate continuous learning
  - ▶ Evaluate decisions
  - ▶ Identify opportunities in problems
  - ▶ Evaluate financial condition
  - ▶ Use financial literacy
  - ▶ Manage talent, change and assets
  - ▶ Organise data
  - ▶ Evaluate information
  - ▶ Take correct decisions
  - ▶ Communicate effectively
  - ▶ Improve processes
  - ▶ Align goals
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### MODULES

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### Lesson 1: Getting Started

- ▶ Housekeeping Items
- ▶ Workshop Objectives
- ▶ The Parking Lot
- ▶ Action Plan

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### Lesson 2: Seeing the Big Picture

- ▶ Short and Long Term Interactions
- ▶ Recognise Growth Opportunities
- ▶ Mindfulness of Decisions
- ▶ Everything is Related
- ▶ Case Study
- ▶ Lesson Two: Review Questions

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### Lesson 3: KPI's (Key Performance Indicators)

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

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### Lesson 4: Risk Management Strategies

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

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### Lesson 5: Recognising Learning Events

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

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### Lesson 6: 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
- ▶ Lesson Six: Review Questions

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### Lesson 7: Financial Literacy (I)

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

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### Lesson 8: Financial Literacy (II)

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

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### Lesson 9: Business Acumen in Management

- ▶ Talent Management
- ▶ Change Management
- ▶ Asset Management
- ▶ Organisational Management
- ▶ Case Study
- ▶ Lesson Nine: Review Questions

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### Lesson 10: Critical Thinking in Business

- ▶ Ask the Right Questions
- ▶ Organise the Data
- ▶ Evaluate the Information
- ▶ Make the Decision
- ▶ Case Study
- ▶ Lesson Ten: Review Questions

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## Lesson 11: Key Financial Levers

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

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## Lesson 12: Wrapping Up

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

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## WEB LINKS

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- ▶ [View this course online](#)
- ▶ [In-house Training Instant Quote](#)