

Business Acumen

An employee who exhibits business acumen can see the 'big picture' of your business and can link their actions to the overall company's success. They also have an increased understanding of how a business makes money and continues to prosper in changing times.

Isn't this the kind of person you want in your organisation?

Program features

DeakinPrime provides customised programs in the following areas:

- Financial Management including setting business and financial plans
- Relationship Management including enhancing existing relationships and building on new connections
- Reading the Business and Competitive Environment including analysing trends in the external environment
- Tactical and Strategic Decision Making including use of tools to arrive at the best decision

Program details

Delivery mode: Face to face facilitated workshops supported by hard-copy learning materials.

Duration: The entire Business Acumen course is a 3 day program, however this can be tailored to the needs of each organisation and therefore the duration of the course will vary. The workshops allow participants the opportunity to:

- Engage in active discussions
- Share knowledge and experience
- Engage with the technical and theoretical content, and
- Apply technical and theoretical content to case studies for a concrete assimilation of learning.

When: 8th, 9th & 10th November 2010

Where: Sydney, Melbourne, Brisbane, Perth and Canberra

Price: \$1900 + GST per participant

Who for: Program participants are employees at any level who are in a position that requires them to make decisions affecting an organisation's cash flow, margin, velocity, return and growth.

Why DeakinPrime?

DeakinPrime has experience in delivering business acumen training across a variety of industries and organisations.

The flexible format of these learning modules allows for your organisation to tailor the sequence to your skill requirements. Organisations may choose to complete all four modules or a selection of individual modules tailored to specific competency needs.

DeakinPrime can also offer cost effective, technology based learning management systems that assist your organisation in embedding, tracking and regularly updating participation levels and standards.



Financial Management

By the end of the module, participants will be able to:

- read and interpret financial reports
- identify areas of risk to an organisation, and
- assess an organisation's financial health based on financial ratios.

Relationship Management

By the end of the module, participants will be able to:

- manage the quality of third party inputs to the organisation
- build partnerships and engage internal support and commitment
- establish effective and responsive feedback mechanisms, and
- communicate a business message persuasively and effectively.

Reading the Business and Competitive Environment

By the end of the module, participants will be able to:

- evaluate current trends in the business environment
- propose likely future directions based on evaluation
- identify strategies to capitalise on a future direction
- measure, monitor and control financial or operational risk, and
- ask the right questions.

Tactical and Strategic Decision making

By the end of the module, participants will be able to:

- analyse and evaluate a business process
- use decision making tools to arrive at a decision
- design an effective negotiation strategy, and
- evaluate trade offs



Next steps

For further information regarding business acumen training for your organisation, contact DeakinPrime on 03 9918 9000 or info@deakinprime.com

DeakinPrime works to actively enhance the capabilities and performance of people, organisations and industries.



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