PROFESSIONAL DEVELOPMENT TRAINING

Commercial Acumen for Managers Training

1300 121 400

REQUEST QUOTE

1.0 DAY COURSE

Having commercial business acumen is instrumental in successful decision making, recognising opportunities, creating flawless strategies, having effective resource management and accurate goal setting.

This Commercial Acumen for Managers Training Course provides you with intensive training in many of the internal and external activities that impact businesses including risk management, performance analysis, identification of opportunities, problem solving, finance management, organising of data and information evaluation.

This training course will provide managers with a deep understanding and skills development in organisational management to enable them to be more effective leaders.

The valuable and enriching course is now available throughout Australia, including Brisbane, Sydney, Melbourne, Adelaide, Canberra,and Perth.

What You'll Gain:

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 some of the primary areas 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.

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

Modules

Lesson 1: Seeing the Big Picture
- Recognising Growth Opportunities
- Everything is Related
- Case Study

Lesson 2: KPI's (Key Performance Indicators)
- Decisiveness
- Showing Initiative
- Showing Intuition

Lesson 3: Risk Management Strategies
- Internal and External Factors

Lesson 4: Recognising Learning Events
- Evaluating Past Decisions

Lesson 5: Answers That You Need to Know
- What Were Sales Last Year?
- What is our Profit Margin?
- What Are Our Costs?

Lesson 6: Financial Literacy
- Financial Ratios
- Equity
- Financial Performance Statement
- Financial Position Statement
- Case Study

Lesson 7: Business Acumen in Management
- REACH Profiles
- Interacting with Different Styles

Lesson 8: Critical Thinking in Business
- Applying Critical Thinking

Lesson 9: Key Financial Levers
- Case Study

Talk to our expert team

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