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Learning Style: Virtual Classroom

Technology:

Difficulty: Beginner

Course Duration: 1 Day

Next Course Date: **November 19, 2025**

Business Acumen For Leaders



About Course:

A business is more than a building and assets; it requires you to understand the intricate details of the way your organization runs effectively. It also requires you to have the financial and procedural intellect and leadership awareness to make

sound decisions that affect several areas of your organization.

Private classes on this topic are available. We can address your organization's issues, time constraints, and save you money, too. Contact us to find out how.

This course has been approved for 7 PDUs | 7 CDUs

Course Objectives:

- Demonstrate the importance of the big picture in business planning
- Leverage financial information to make sound business decisions
- Identify the importance of other financial levers to your business
- Understand the connection of how current markets affect our processes
- Align organizational systems from the top, down and the bottom, up

Audience:

- Professionals desiring to improve their business planning, financial management, and decision-making skills and practice them in an ethical and professional manner will benefit from this course.

Prerequisites:

- None

Course Outline:

Gaining a Wider Perspective

- Understanding Business Acumen
- Improving Long and Short Term Interactions
- Finding and Recognizing Growth Opportunities
- Making Mindful Decisions
- How to Relate to Others

Understanding the Numbers

- Developing, Defining, and Reporting Key Performance Indicators (KPIs)

- Keeping Up with the Business
- Understanding Sales, Costs, and Profit Margin
- Monitoring Assets, Liabilities, Equity, and Financial Ratios
- Reviewing Income Statements, Balance Sheets, and Cash Flow Statements

Management Considerations

- Recognizing Talent and Organizational Management
- Thinking Critically - Asking the Right Questions, Evaluating the Situation, and Making the Decision
- Leveraging the Organization - Investing in Employees and Customers, Process Improvement, and Goal Alignment

Business Ethics

- Ensuring Ethical Obligations are Met
- Understanding Roles and Responsibilities
- Balancing Personal and Organizational Ethics
- Managing Ethically - Maintaining the 4 P's

Business Etiquette

- Maintaining Etiquette across Communication Platforms - Email, IMs, and Telephone
- Following Etiquette in Meetings
- Delivering Etiquette in Customer Interactions