

Impact Results

# Session 9: Managing the Business – Delivering Results

#### **Key Topics:**

- Increase your Business Acumen
- Use business drivers and financials to effectively position and present your ideas



#### Business Acumen is about being more Persuasive and Influential



#### **Business Acumen includes:**

- Understanding the organization's business model; how it measures success
- Knowing how decisions get made
- Financial literacy (ability to interpret and use financial data effectively)
- Market awareness

What is the most important thing you need to know TODAY to increase your Business Acumen?

#### **Business Driver:**

How do we Measure Success or Progress?

#### The Key Questions:

- What "metrics" are most important for measuring success and progress within RBAS?
- · How can YOU impact these business drivers?



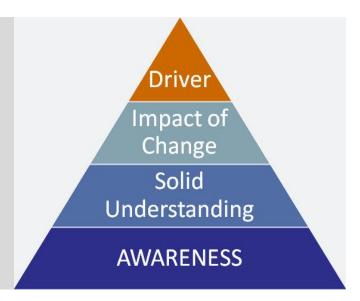
## The higher you go in an organization, the greater the expectation of your Financial Acumen

#### **Building Financial Savvy**

Improve others' perception of your business and financial savvy by using quantitative data to present information and make decisions.

- What do emerging leaders need to know about business financials?
- What questions should you be prepared to ask?
- How do you use financial data to support business decisions?
- What should you be able to speak about?

TIP: Build relationships with your finance experts.



### Business Acumen is crucial when Building a Business Case



#### A Model for Building a Business Case:

- What: Executive Summary.
- **So What:** Why does your **audience** care? How does your idea support their key priorities?
- **How:** How could you implement this idea? How will you measure success? (Include metrics)
- Now What: Next steps. What do you need from leadership?

