



## 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?