

What the CEO Wants You to Know: Building Business Acumen™



What the CEO Wants You to Know: Building Business Acumen will help everyone in an organization attain an understanding of how the organization makes money. This program is especially helpful for employees in roles that typically don't deal daily with the financial aspects. This hard-hitting and engaging program is based on the book *What the CEO Wants You to Know* by best-selling business author Ram Charan. Drawing on knowledge gained from years working with Fortune 100 CEOs, *What the CEO Wants You to Know: Building Business Acumen* will help all employees—no matter their experience or background—understand how their business operates.

Participants will learn:

- **The five essential elements of business:**
 - Cash
 - Margin
 - Velocity
 - Growth
 - Customers
- How to navigate an annual report.
- The strategic thinking behind price/earnings ratio calculations and how initiatives link to the five essential elements of the business.

REQUIRED FACILITATOR MATERIALS

What the CEO Wants You to Know: Building Business Acumen Facilitator Kit

Includes facilitator guide, participant kit, facilitator PowerPoint® CD, facilitator supplement pack, job aids, *What the CEO Wants You to Know* book, and bag.

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