



# The Big Picture Matters

Presented by Training Evolution, Inc.

# Your Actions have Impact!

- Take in the big picture to understand your impact and connect with priorities.
- Understand what business acumen is (and why it matters).
- Develop business empathy.
- Demonstrate sound judgment as you assess business situations.
- Learn why it is so important to cultivate relationships.

# What is Business Acumen?

- Business 'insight' leading to sound judgment
- Understanding how the organization works (from the inside out and the outside in)
- Current on industry and marketplace trends
- Developing and executing successful strategies
- Making the future more profitable and successful
- Understanding how to interpret (and respond to) financial metrics
- Understanding the customer
- Understanding the competition

# You and the Big Picture



# Idea Sprints

How can we develop stronger business empathy?

1. What can we easily do right **NOW**?
2. What **WOW** ideas can we learn to do?
3. Which ideas do we have no idea **HOW**?



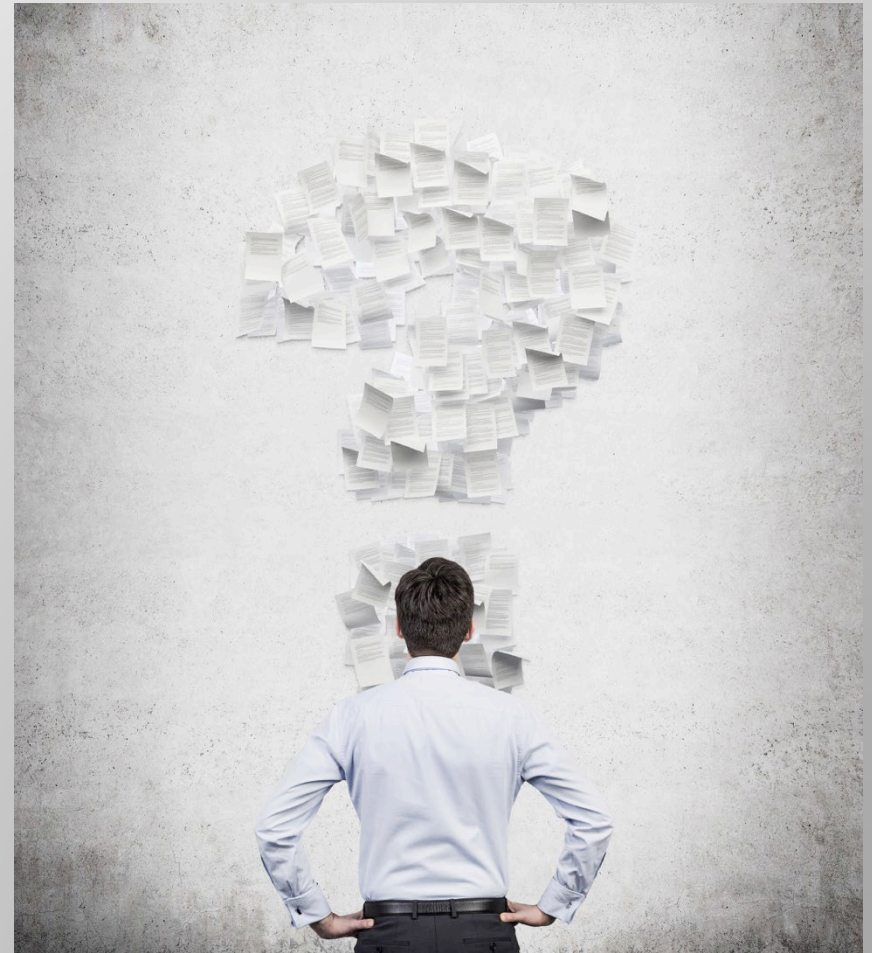
Increase Your Breadth



# Assessing Business Situations

# Develop a Set of Rules & Questions

1. Financial Metrics
2. Organization
3. Customers
4. Industry & Marketplace Trends
5. Competition





# 3 Ways to Forge Business Acumen

1. Get closer to the customer experience (internally and externally).
2. Reach for assignments outside your role.
3. Read business publications.