

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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Victor M. Corman



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What the CEO Wants You to Know Ram Charan,2001-03-15 What the CEO Wants You to Know takes the mystery out of business and shows you the secrets of success Have you ever noticed that the business savvy of the world s best CEOs seems like a kind of street smarts They sense where the opportunities are and how to take advantage of them And their companies make money consistently year after year How different is it to run a big company than to sell fruit from a cart or run a small shop in a village In essence not very according to Ram Charan From his childhood in India where he worked in his family s shoe shop to his education at Harvard Business School and his daily work advising many of the world s best CEOs Ram understands business as few can The best CEOs have a knack for bringing the most complex business down to the fundamentals the same fundamentals that are used to run the family shoe shop And they have business acumen the ability to focus on the basics and make money for the company What the CEO Wants You to Know captures these insights and explains in clear simple language how to do what great CEOs do instinctively and persistently Understand the basic building blocks of a business and use them to figure out how your company makes money and operates as a total business Decide what to do despite the clutter of day to day business and the complexity of the real world Many people spend more than a hundred thousand dollars on an MBA without learning to pull these pieces of the puzzle together Many others lack a formal business education and feel shut out from the executive suite What the CEO Wants You to Know provides you with the universal laws of business success no matter whether you are selling fruit from a stand or running a Fortune 500 company *Managing Performance Strategically in Education Agencies* Allison Layland,Sam Redding,2020-11-17 This book provides education leaders with a practical path to organizational effectiveness and a clear focus on student outcomes It covers setting direction structuring personnel engaging in meaningful work tracking performance and encouraging innovation *The Lean Practitioner's Field Book* Charles Protzman,Fred Whiton,Joyce Kerpchar,Christopher Lewandowski,Steve Stenberg,Patrick Grounds,2018-09-03 While there are numerous Lean Certification programs most companies have their own certification paths whereby they bestow expert status upon employees after they have participated in or led a certain number of kaizen events Arguing that the number of kaizen events should not determine a person s expert status The Lean Practitioner s Field Book Proven Practical Profitable and Powerful Techniques for Making Lean Really Work outlines a true learning path for anyone seeking to understand essential Lean principles The book includes a plethora of examples drawn from the personal experiences of its many well respected and award winning contributors These experts break down Lean concepts to their simplest terms to make everything as clear as possible for Lean practitioners A refresher for some at times the text provides thought provoking questions with examples that will stimulate learning opportunities Introducing the Lean Practitioner concept the book details the five distinct Lean Practitioner levels and includes quizzes and criteria for each level It highlights the differences between the kaizen event approach and the Lean system level approach as well as the difference between

station balancing and baton zone This book takes readers on a journey that begins with an overview of Lean principles and culminates with readers developing professionally through the practice of self reliance Providing you with the tools to implement Lean tools in your organization the book includes discussions and examples that demonstrate how to transition from traditional accounting methods to a Lean accounting system The book outlines an integrated structured approach identified by the acronym BASICS baseline analyze suggest solutions implement check and sustain which is combined with a proven business strategy to help ensure a successful and sustainable transformation of your organization

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