

TRAINING IN A BOX

Acumen in Action



LESSON #1: SEEING THE BIG PICTURE®

Be the type of employee that management can't imagine running the business without.

ANSWER THE FOLLOWING QUESTIONS AS A TEAM:

1. Did the creature in the video work hard? Did he do a good job? What was the obvious problem?
2. How is our perspective of the business different from our CEO's perspective? Should they align?
3. Is it more important to work hard solving a problem or defining it?
4. Are there problems our team can solve that we're not?
5. How could our team establish a reputation of solving problems that others miss?

QUEST:

Read a Letter to Shareholders (your own if you work for a public company). What are the CEO's concerns and goals? Now think about your role, what could you do to help this CEO?