

TRAINING IN A BOX

Acumen in Action



LESSON #3: CASH

Teach your team the importance of cash and then discuss how your team impacts the cash driver.

ANSWER THE FOLLOWING QUESTIONS AS A TEAM:

1. Who remembers how much cash Ford started out with?
2. How much cash were they left with after a month?
3. Why is cash so important to a business?
4. What's the purpose of generating cash?
5. In what ways do we either use cash or generate cash on our team? Within our roles?
6. Think of a recent team decision, project, or initiative – how did it influence cash?

QUEST:

Download the *Misfit Toy Management* case study. What were the three lessons you learned about cash that will help you make better business decisions in the future?