

Training in a Box

# ACUMEN IN ACTION™

So you've learned how your company functions and how to tell whether it's successfully growing and generating profit. What you've learned in your training is just the foundation. Now it's time to practice and strengthen your new skills. To get started, continue through this lesson to access all the trainings.

## 1. Schedule a Review

You've set the stage for a conversation you should have with your manager. In this meeting, share what you learned in class and discuss how your action item aligns with your company's current strategy.

## 2. Complete the Acumen in Action Lessons

Each online lesson can be completed in 10-15 minutes - you can easily do them as part of a weekly team meeting or as part of a monthly lunch and learn. Print out this checklist to keep track of your progress.



### #1: SEEING THE BIG PICTURE®

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



### #7: PEOPLE – EXTERNAL CUSTOMERS

Learn to meet and exceed your customers' expectations by anticipating their needs.



### #2: BUILDING BUSINESS ACUMEN®

Sharpen your business acumen to cut through the complexities of your business.



### #8: PEOPLE – INTERNAL CUSTOMERS

Strive to do the right thing - set a goal to provide exceptional service to your colleagues.



### #3: CASH

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



### #9: MAKING A DIFFERENCE

Recognize that every role matters and how seemingly small decisions can impact performance in big ways.



### #4: PROFIT

Motivate your team to grow profits with a renewed focus on increasing sales and/or decreasing costs.



### #10: COMPETING TO WIN

Go beyond adequate to exceptional when it comes to fighting for customers and beating the competition.



### #5: ASSETS

Explore ways your team can become more efficient and productive to improve asset utilization.



### #11: INNOVATING TO WIN

Develop a winning team who's not afraid to take on changes, risks, and new ways of thinking and doing.



### #6: GROWTH

Understand your company's growth initiatives - how to support them and how to impact them.



### #12: PARTNERING TO WIN

Recognize that every role matters and how seemingly small decisions can impact performance in big ways.

## 3. Continue Building Your Business Acumen

Check into your dashboard regularly to watch labs or use the job aids as you continue your training. Be sure to meet with your accountability partner on a regular basis.