

Commercial Acumen

GAME ON!

Overview

Commercial and financial skills are critical for success in senior leadership roles in operations. So get gaming for the C-Suite with NAWO's exciting new one day Commercial Acumen Workshop FOR WOMEN AND MEN (NAWO Members* only)!

Using the globally recognised Zodiac® Business & Finance Simulation, you will spend a day managing the top level financials of a business.

Companies face tough decisions every day about processes, people, product development, asset management, capital investments and more. In today's competitive, fast-paced marketplace, commercial acumen skills – understanding financial drivers and strategic objectives, and the connection between strategy and financial success – are critical at all levels.

Zodiac® 'the Game of Business Finance and Strategy' is a sophisticated simulation game designed to build the financial and strategic acumen of every participant in a fastpaced, energising and engaging way.



The Simulation

In this one day workshop, participants take on the role of new owners of a struggling company and make critical operating decisions over the course of 3 years. Beyond just selling, making & delivering products they take out loans, attract investors, invest in R&D, manage working capital, expand, respond to competitors, implement price changes, run out of cash, and manage litigation and natural disasters. At the end of each year they close their books and respond to their investors.

Your team will embrace new insights – not just about how the numbers work, but also about how individual actions impact your P&L, Balance Sheet & Cash Flow.

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Learning Outcomes

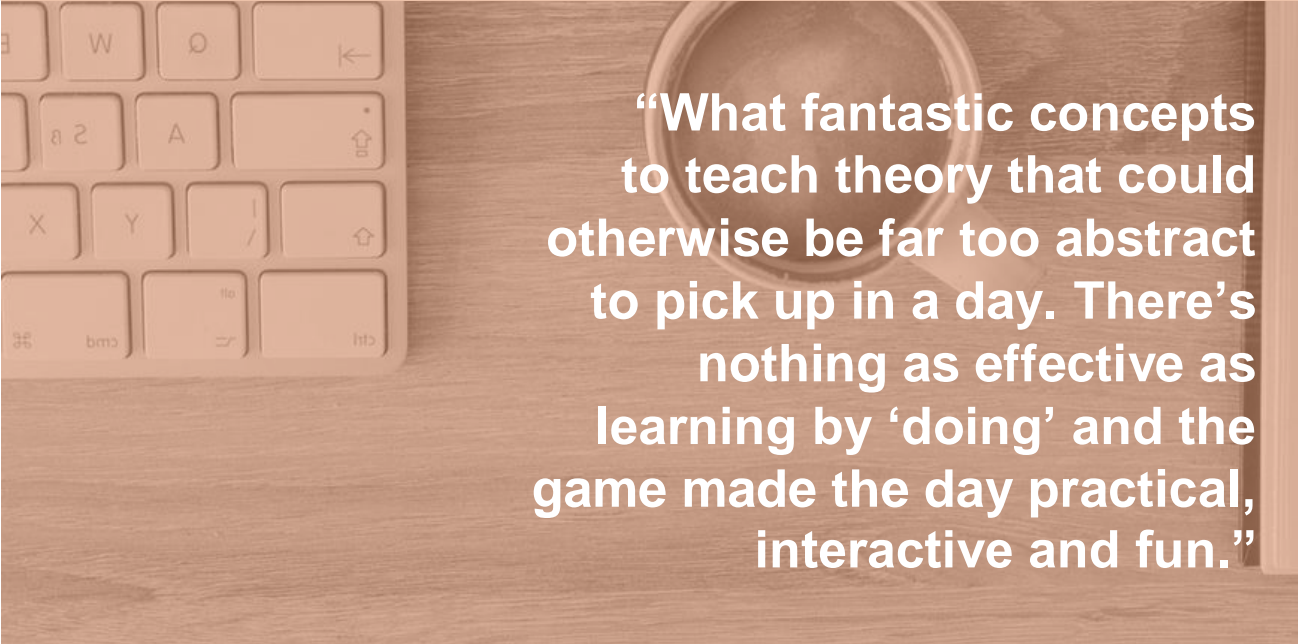
- Develop a critical competency with significantly higher levels of financial literacy and commercial acumen.

Business Outcomes

- Gain insight into how you contribute to the financial performance of your business and how you can drive superior value for the business.

Who Should Attend?

- This workshop is suited to people at all levels of business, with key learnings maximised when there is abroad cross section of roles involved.



“What fantastic concepts to teach theory that could otherwise be far too abstract to pick up in a day. There’s nothing as effective as learning by ‘doing’ and the game made the day practical, interactive and fun.”

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Your Facilitator:
Travis Liersch

Based in Melbourne, Travis has worked closely with many large teams across a variety of industries, with

a terrific response to his expertise in delivering operational outcomes.

He has particular strengths in supply chain management, program management and commercial governance, which strengthens his role as a Zodiac facilitator.

Travis holds an MBA from the AGSM.

“The program was well run and the facilitator was very knowledgeable.

I found the exercises tested my knowledge and allowed me a better understanding of my skill sets.”

Cost for NAWO members:

\$650 + GST (WA - \$750 + GST)

We offer NAWO endorsed programs at a reduced cost. The cost of this program is not covered by your corporate/individual membership.

2019 Workshop Dates:

Please [contact NAWO](#) to register your interest.

For more information, please contact the National Association of Women in Operations: email info@nawo.org.au

Or visit:

www.nawo.org.au/professional-development-programs/pdp-commercial-acumen/

