



A
Capworth
Open Program

COMMERCIAL MINDSET/ COST CONSCIOUSNESS.

Course Date: May 18th - 20th 2022



About the Course

This course provides managers with a basic understanding of Commercial Mindset / Cost Consciousness. This course will provide you with insights in terms of how your role and function fits in with this bigger picture. It will also identify common issues that arise in operational activities and help determine tools and solutions to deal with these issues. This course gives you a wider perspective of how the functions integrate with one another, your place within this and the value you (and your team) can create.

Learning Outcomes

Research has consistently demonstrated that when clear goals are associated with learning, it occurs more easily and rapidly. This course is designed to help you in the following ways:

By the end of this training course, participants will be able to:

- The importance of 'commercial awareness' in relation to your role and the organisational context
- Identify strategic aims of the organisation and your own function's operational aims
- Determine how you can proactively contribute to and add value to the strategic aims of the organization
- Identify and evaluate the needs of relevant stakeholders and how you can build effective relationships to fulfill these needs
- Identify, analyse and evaluate key performance indicators (KPIs) / business performance ratios
- Use, analyse and evaluate financial and management accounting techniques to make costing pricing decisions
- Calculate performance measures relating to cost, quality and delivery
- Develop a business case (using KPIs ratios) to demonstrate return on investment and return on expectations potential
- Be able to communicate to stakeholders the likelihood of the risk occurring and its potential consequences
- Analyse the features, use and constraints of different continuous improvement techniques and models

- Explain the importance of feedback from customers and other stakeholders in continuous improvement
- Identify, analyse and evaluate how to develop professionalism and behaviours within your role
- Develop a continuous professional development plan, evaluating the effectiveness of actions taken, identifying possible future improvements reports

Who Should Attend

This training course is especially suitable for:

- Financial control Staff
- Management accountants
- Staff in treasury, operations, risk management, IT and/or compliance departments
- Internal auditors

Course Outline

1. Introduction
2. Understanding the Big Picture
3. Key Performance Indicators (KPIs)
4. Risk Management Strategies
5. Recognising Learning Events
6. Financial Literacy
7. Critical Thinking
8. Focusing on the bottom-line as an employee
9. Managing with a Cost-control Mindset
10. Key financial Levers