

Finding all of the benefits of Business Improvement



Agenda

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| 9.00 - 9.15 | Introduction
You're in business to make money – so what are the barriers preventing you from seeing a clear link between all those improvements you make and enhanced financial performance? |
| 9.15 - 10.15 | A simple guide to making money
Improving financial understanding by building a simple model of how businesses work in financial terms. A common-sense approach is used with a minimum of accounting jargon. |
| 10.15 - 10.45 | Profit is not the same as Cash Flow
A role-play demonstrates the difference between Profit and Cash Flow and leads to an explanation of the 5 'levers' the business must pull to generate both. |
| 10.45 - 10.55 | Coffee |
| 10.55 - 11.15 | Be careful what you wish for
You get what you measure – so make sure you're measuring what matters. |
| 11.15 - 12.00 | Costing the earth
Traditional approaches to costing may not just be misleading but can encourage poor decision-making and frustration at being unable to find the benefit of improvement activities on 'the bottom line'. |
| 12.00 - 12.15 | Seizing the opportunities
Looking for a better way to report on improvements so that the potential offered by 'enablers' are realised. |
| 12.15 - 12.30 | Feedback and Review of Business Training Needs |
| 12.30 | Lunch |