



Business Acumen

Checklist for boosting your awareness of project strategic context.

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An easy 3-step plan to boosting your business acumen at work and on your projects.

1: Review How The Company Makes Money

- Identify income streams
- Identify main customer groups
- Read the annual report

2: Understand Financial Strategy

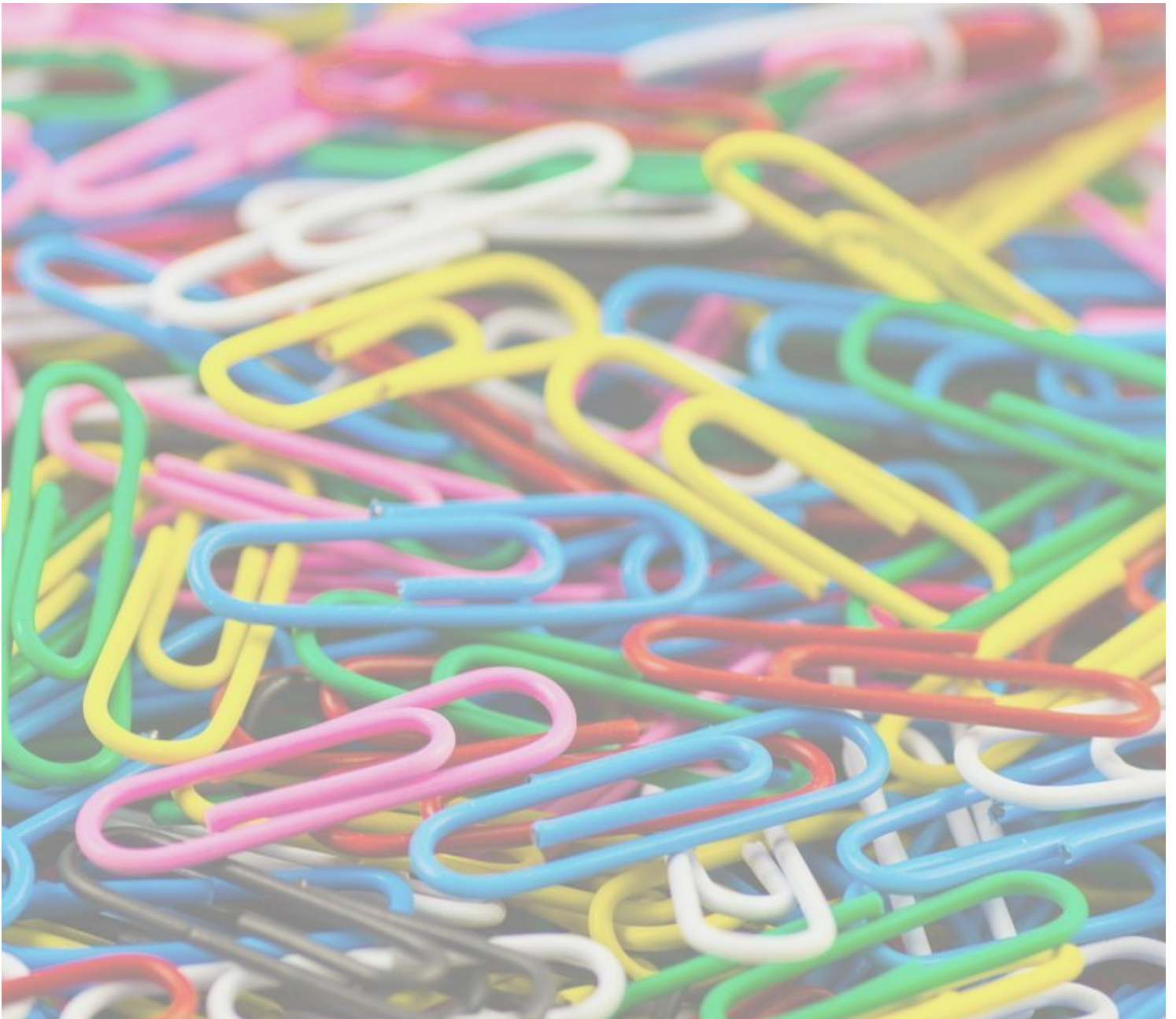
- Identify your company's market and where there is still room for expansion
- Read the company's 3 Year Plan or equivalent

3: On Your Project

- Calculate the direct financial impact of your project on the company's products or services. Is it decreasing the margin on your offerings or increasing it?
- Establish how your project is going to affect customer service. If it doesn't, how could you address customer service through the work you are doing, either to maintain it or make service even better?
- Talk to Finance about how best to manage your project budget.
- Review your project schedule to see if increasing the project's velocity would make a difference to benefits.

Bonus Step

Work on your confidence with numbers if this is an area where you struggle!



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