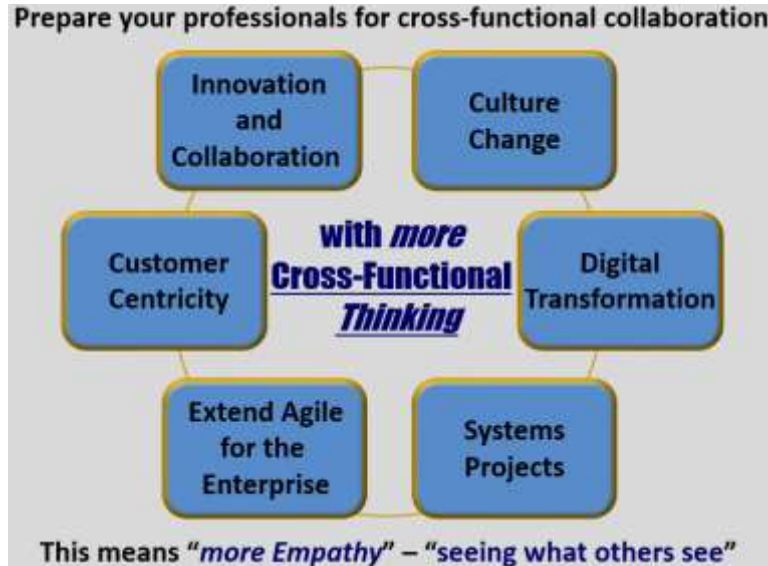


Business Acumen Cross-Functional Workshops

H5 Consulting's business acumen cross-functional workshops prepares its participants with knowledge, insight, and empathy about "other" departments and functional areas within the organization. This reduces silo thinking.



In this age of innovation and transformation, the workshops help overcome a frequent cross-functional (inter-departmental and interdisciplinary obstacle):

- too many professionals have weak business acumen, knowledge, and empathy about "other" departments, functional areas, and customers.

H5 Consulting offers a fresh, scalable approach to develop professionals for cross-functional collaboration.

Cost-Effective and Value on Investment

How does silo thinking impact your organization?

As you know, there is a real cost when team members are siloed in their thinking.

In some projects the cost is project rework, project delays, and being late to bring a product or service to market.

Sometimes too much silo thinking causes the team to underestimate the complexity of the project and/or the project scope is off significantly for any number of reasons.

Experience

- Successful training programs focused on business acumen and customer empathy, for emerging technologies and growth initiatives (cloud, mobile, network, and analytics).
- Extensive experience in leading global cross-functional teams.

Results

Here's what an executive said about one of our business acumen courses:

"We realized immediate results ...our sales representatives immediately adopted new learning and skills ... and experienced larger sales ... on the same day the course was completed! You can't ask for more than that!"

Sam Hastings, Vice President and General Manager
Global Recruitment Solutions company



For additional information, please contact:

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Business Acumen Cross-Functional Workshops

When to Use Business Acumen Cross-Functional Workshops

- Existing projects are underperforming because of silo thinking
- Prior to embarking on new, upcoming projects and teams
- As a Professional Development requirement (IT and non-IT)
- As a component of a New Hire/Onboarding initiative
- As part of a Culture Transformation initiative (to reduce silo thinking)
- Include in Project Management, Leadership Development, and Sales Training curricula and for systems initiatives
- When coaching/training for one department or functional area



Flexible

Our business acumen cross-functional content and approach is flexible and applicable for:

- Small and medium size workshops for specific cross-functional teams.
- Large audience workshops, virtual classroom, and eLearning for Professional Development.
- Executive speeches and scripts for videos.

Increase Your Competitive Edge with Cross-Functional Knowledge, Skills, and Competency

Cross-functional team business acumen knowledge, skills, and competency is a competitive edge.

Cross-Functional Business Acumen Workshops – What You Can Expect

H5 has pre-built content for IT, Marketing, Sales, Logistics, Finance, Legal, Human Resources, Learning and Development, Customer Service, Contact/Call Centers, Operations, and Manufacturing.

- Participants will be equipped with business acumen knowledge, empathy (see what others see), and skills for cross-functional and customer-facing collaboration.
- Participants will be engaged with each other with interactive discussions, collaboration, critical thinking, and “learn by doing” (practice). The workshops are an “active” (not passive) learning process.
- Cost-effective. We have pre-built instructionally-sound content that you can use “as is” or it can be adapted to your specific objectives. This gives you flexibility and it does not kill your budget.
- Workshop Flexibility. Depending on your objectives, our workshops can be condensed or extended based on the amount of time your teams have.
- Our experienced team of delivery experts will lead your employees through this innovative experience and provide tips and techniques to ensure the effective management and implementation of your cross-functional initiatives.



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