

FAQs

Cross-Functional Business Acumen in the Digital Age For Digital Business: Transformation or Optimization

How does H5 Consulting help?

Through consulting, workshops, and content, we help organizations:

- Develop people
 - Reduce silo thinking.
 - Increase actionable business acumen knowledge, insight, communication, skills, and empathy.
 - Increase trust and communication across silos.
- Reduce gaps between departments, business functions, and customers.

There is widespread agreement that “silo thinking” and weak business acumen about other departments is an obstacle to effective cross-functional collaboration and project team performance. “Silo thinking” and weak cross-functional business knowledge can cause projects to go over-budget and get behind on their schedule.

What are expected business outcomes

When “silo thinking” and/or weak cross-functional business acumen are obstacles to success, these are the potential business outcomes you can expect:

- **Expense.** Reduce costly project rework, delays, and risks.
- **Revenue.** Bring products and services to market faster.
- **Customer Experience.** For omni-channel projects, reduce organizational obstacles.
- **Confidence.** Increase confidence among the project team members.
- **Project Execution.** Reduce conflict between team members. (Because they understand the objectives of the other team members and what drives their business.)

What are workshop examples?

We offer a flexible approach, ranging from half-day to several days or more. Here are several examples:

- IT professional development
- For a new digital transformation project
 - IT and Marketing
 - IT, Marketing, Logistics, and Manufacturing – for a new digital transformation project
- HR, or L&D, or HR & L&D together

What is your experience with business acumen?

Business acumen is part of our DNA. Our consulting, workshops, and content are an evolution from learning programs we have developed or co-developed for AT&T, IBM, Nokia, and Monster Worldwide. We have experience in teaching business acumen from a department/business functional perspective and how emerging technologies impact the organization and business processes.

What have been results?

Here is what one business executive told us: “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 GM, Global Recruitment Solutions Company)

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