

# Building Business Acumen® Healthcare Industry Training

## PROVEN TRAINING THAT WORKS

**17** of the top 50 Fortune 500 healthcare companies

**6** of the 10 biggest pharma companies

**5** of the 10 biggest med-device companies

## TRANSFORM YOUR LEADERS INTO BUSINESS LEADERS

Empower your employees with the training they need to understand how your company makes money and how their decisions impact the money-making process. Whether you're looking for greater alignment, engagement, or productivity, business acumen training can bridge the gap. With over two decades of experience, Acumen Learning's clients include 30 Fortune 50 clients.

## BUSINESS ACUMEN CUSTOMIZED FOR YOUR INDUSTRY

The world of healthcare is complex. And each part of the industry has a different set of priorities they need to focus on in order to succeed. The pharmaceutical and medical device portions of the industry focus on getting innovations to market to drive patient outcomes. Providers focus on operational efficiencies while driving patient impact. The insurance portion of the industry focuses on member advocacy, operational efficiency, and risk management. Regardless of where you are at in the healthcare industry, there is a deep need for better business acumen.

Understanding how your organization makes money, how that money is used to further your mission and success, and what each person can do to further impact your organization and your customers is progressively getting more vital given the interdependency of the industry's constituent parts, the complexity of the regulatory environment, and the global nature of competition and patients' needs. Competency is now more vital than ever to your success as a leader and as an organization.

**"I would highly recommend this training. The presenters were amazing, easy to follow, and quite engaging. The content was clear and relevant. The course was modified to meet our unique business need and I'm pleased with what was delivered. Great job!"**

Senior Director  
Aetna

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## WHAT OBJECTIVES DO WE MEET



### Executive Alignment

Know the strategic direction of your organization in order to align your priorities accordingly to enable optimal impact.



### Leadership

Understand and effectively communicate where your organization is going and how it is doing to connect your employees' roles to your organization's success.



### Analytical Skills

Increase your fluency of metrics vital to your organizational and financial success and key levers you pull to move the needle.



### Decision Making

Make better, smarter, faster decisions that will drive impact and organizational success since every organization needs more employees at all levels to think like business people.



### Communication

Drive better alignment and clarity with the decisions you make in the organizations you lead or support. Do this by speaking the language of business and finance.