

Building Business Acumen®

High-Tech & Telecommunication Industry Training

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

No industry reinvents itself as rapidly as the tech sector. Cloud computing, edge analytics, artificial intelligence, the digitization of media, and far too many other advances to count are changing the way we all work and connect with the world.

Nevertheless, there are fundamental principles like customer value, quality, innovation, strategic investments, and execution that will always guide a CEO's decisions. The real innovators of the industry are able to balance tech savvy with market savvy.

The programs Acumen Learning designs and delivers for high-tech and telecommunications companies help participants understand why their CEO wants them to be a businessperson first and an engineer, salesperson, or human resource wiz second. He or she needs employees who use their business acumen to drive innovation and profits.

"It was super valuable to understand the workings of our financials and better ways to drive our programs in alignment with different financial goals."

Circular Economy Specialist
Cisco

"I'm really happy I got the opportunity to take this course. Brent was wonderful. I learned more than I thought and look forward to utilizing my learnings with my team and in my career."

Business Systems Analysis
Epsilon

"The instructor was very knowledgeable. After hearing that this was a finance course, I thought I'd be bored but the material was solid and I had fun and learned a lot!"

Lead Data Scientist
Verizon

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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.