

Building Business Acumen



MORNINGTON
PENINSULA
Shire



THE CHALLENGE:

- Inflation at 7%
- Rate increases capped at 3.5%
- Ever increasing demand for services..

PROGRAM OBJECTIVES:

5 drivers

Understand the 5 drivers of business: Cash, Profit, Assets, Growth, and people.

Context

Appreciating Council's business context today: rate caps, inflation and increasing demand.

Budgets

and forecasts need managers and leaders to apply Business acumen principles.

Profit & Loss

Understanding drivers of the Financial Performance Statement at department levels

Application

Applying key tools in real life practical ways in the council workplace.

BUILDING BUSINESS ACUMEN IN LOCAL GOVERNMENT helps leaders: influence and balance budgets | collaborate across "silos" | communicate with ratepayers.

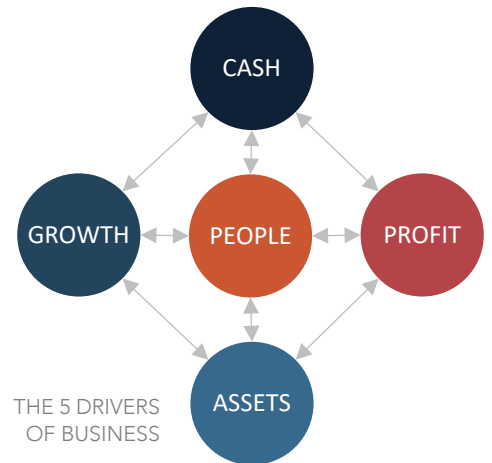
Scrutiny of capital works projects, business proposals and cost control raises questions like: where can we save, re-price, innovate, communicate or collaborate?

PROGRAM: KEY ELEMENTS

- 1 day training program: Educate , Demonstrate, Do!
- 0.5 day Educate (the 5 Drivers)
- 0.5 day Demonstrate
- Ongoing: "Do": Embed into current business projects

LOCAL GOVERNMENT PROJECT EXAMPLES

- Going Green with Waste Collection
- Office Supplies Optimization
- Fleet management Repairs & Maintenance
- Increasing Service Needs
- Waste Collection Optimization



FEEDBACK from Mornington Peninsula Shire Council:

Great real life examples of success and failure; relevant case studies ; using Shire financials provides context; knowledgeable and passionate facilitator; should be part of our L+D Program!

"In a context of on-going financial challenges, Building Business Acumen gave our frontline team leaders and coordinators a skillset they applied to specific scenarios today, and that will benefit our Council going forward. It was so well facilitated, and working with Lighthouse to build the content was very straightforward. Everything was conducted to the highest quality."

Mark Schubert, MPSC Manager - Finance.



Please Contact Us!
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