

The Business Experience for Not for Profit Organisations

Significantly improving commercial awareness, financial understanding and business acumen are the main achievements of The Business Experience.

“A fantastic experience: all our managers should undertake this training”*

We take groups of delegates and immerse them in a competitive market environment. They run competing organisations, making all the key decisions and then live with the consequences. Our highly experienced trainers interpret delegate performance, advise teams and reinforce best practice as well as your key business messages.

“I finally understand all those reports that the finance team produce!”*

The benefits to the organisation are huge



- **Consistent accounting surpluses and improved cash flow**
- **Commercial thinking throughout the organisation**
- **Consideration of all stakeholder requirements**
- **Understanding of financial information**
- **Significantly improved decision making**
- **Big picture understanding across the organisation**

The Business Experience is experiential and suitable for all key learning styles: it has significant tactile, auditory and visual components ensuring that all delegates become actively engaged in the program right from the start.

“The Business Experience has completely transformed the way I look at the business, my role and my contribution - thank you.”*

The Business Experience is always tailored to the experience and needs of the delegates and is suitable for a range of situations including mixed delegate groups.

- **Improving general commercial and financial awareness**
- **Management development and talent management programs**
- **Sales academies, induction courses and career progression**
- **Introducing accounting and financial statements**
- **Delegate assessment and team-based working**
- **Finance for non-financial managers course**
- **Reinforcing the importance of all an organisation's functions**



The Business Experience incorporates your key course objectives and brings them to life.

*** Delegate quotes**



Contact: Jayne Howson. jaynehowson@revelationtraining.co.uk, +44 (0)7584 252710

Revelation Training Ltd, Suite 133, 19 Lever Street, Manchester M1 1AN Tel: 0161 762 0832 E-mail: info@revelationtraining.co.uk Company Number: 03751442 VAT: 748 5179 91

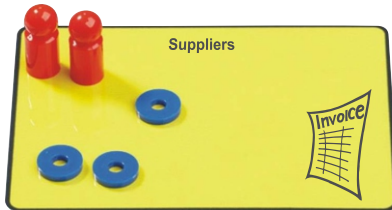
Learning Outcomes

The learning outcomes are always tailored to your exact requirements, the following represent typical examples.

Commercial Awareness

“What a great way to learn”*

With markets becoming ever more competitive it is essential that organisations become outward looking and develop a focus on customers



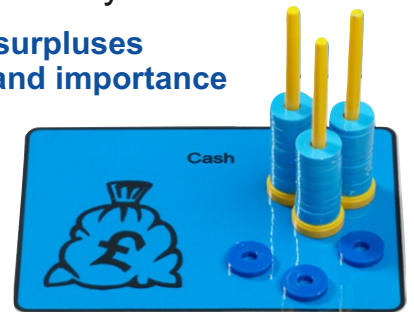
- Understanding market structures
- Competitive strategies from price to quality to marketing
- Market research: sources of information, costs and benefits
- Price based competition and the race to the bottom
- Sales strategies, sales pitches and sales negotiations
- Supplier decisions and supplier management
- Market share; customer satisfaction; flexible operating...

Financial Understanding

“I really benefited from the practical approach backed up with academic rigour”*

Performance is judged using accounting information, operations may be constrained by cash availability, capital expenditure is directed by financial criteria

- Performance reports, operating statements and accounting surpluses
- The difference between cash flow and surplus, the reasons and importance
- Understanding accounts and managing budgets
- The key drivers of success and their relative importance
- How to make financial decisions
- In-house financial performance targets and metrics
- Capital expenditure; inflation; economic impacts....



Business Acumen

“I’ve learnt so much - I can’t wait to go back to apply it”*

Running a successful business unit depends on proper control of the key resources, directing staff time, innovating, planning and co-ordinating



- Staff planning, training, development and outsourcing
- Developing and managing capacity
- Innovation and business improvement
- Purchase and management of resources
- Achieving performance targets
- Management of risk and the trade-off with returns
- Motivation; incentive schemes; resource management...

The above is only a sample: with robust simulations and highly skilled designers we can incorporate a wide range of business messages.

* **Delegate quotes**

More examples at: www.revelationtraining.co.uk/whatwedo



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Practical Issues

We work hard at ensuring the delivery is a complete success, ensuring that your experience is as good as that of the delegates.

We take pride in our focus on the customer and our open, friendly and professional approach.

Trainers

“The trainers were some of the best I have ever encountered”*



All our trainers have years of experience of delivering excellent learning experiences. They are mostly accountants with a flair for putting complex ideas into plain English (a rare combination) as well as many years in competitive environments ensuring that the course has a practical bias.

Your own trainers and presenters are very welcome to attend the course and add any personal experience to the proceedings.



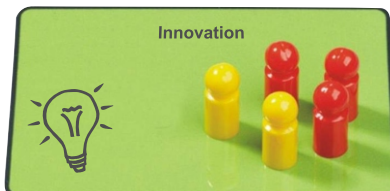
Course Notes

We write bespoke course notes for every course. We cover issues relevant to the delegates and can include exercises to broaden and deepen their experience.

We can also review internal accounts and performance reports.

Practical Issues

“A great team event with fantastic networking opportunities”*



We welcome any number of delegates from 8 upwards and can design bespoke courses for any situation. Delegates are split into teams with tables being arranged cabaret style. No breakout rooms are required. Courses are 1 to 3 days long, depending on depth and breadth of coverage required.

Contact Us

For more information or an informal meeting to talk through the benefits of The Business Experience please contact us using any of the following methods. We promise a prompt, informative and friendly response.

Tel: +44 (0)161 762 0832
info@revelationtraining.co.uk

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