

Thinking and behaving
like business owners



Profit and Cash Business Simulation Description

Overview

A critical emerging need of many organizations today is to develop a workforce that is business literate. Organizations want workers to think and behave more like business owners rather than employees. Helping a workforce to develop a sense of urgency and ownership requires that employees understand how their daily decisions and activities impact an organization's expenses, cash flow and profitability. *The Profit and Cash* business simulation will increase the business knowledge of class participants enabling them to understand the financial objectives of their organization and how best to contribute to them.

Objectives

Upon completion of this simulation participants will be able to:

- Define basic financial terminology and business concepts.
- Understand financial statements (e.g., income statements, balance sheets and cash flow statements) and what they measure.
- Understand how key financial ratios (e.g., EBITDA, EVA, ROA, ROE, etc.) are calculated and interpreted with respect to their effect on their organization and on stockholder value.
- Increase understanding of why different business decisions are made and their financial ramifications.
- Connect day-to-day activities and decisions to organizational financial results.
- Identify personal on-the-job actions that will improve organizational financial results.

Target Audience

Any employee who would benefit from understanding how their job impacts the financial performance of their organization.

Learning Time

8 hours

Class Size

Typical class size 12 to 24

Learning Methods and Delivery

Profit and Cash contains a simulation, case studies, along with organization-specific exercises and scenarios.

Profit and Cash is delivered by Prism Learning Solutions facilitators.



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