



# Business Acumen

**VITAL**

A Leadership Series

## Program Overview

With all the challenges facing organizations today, strong business acumen is a game-changer for leaders. With a true understanding of market dynamics, financial principles, and strategic decision-making, people can analyze complex situations, predict market trends, and make smart choices that drive the organization forward. By leveraging this deep understanding of the business environment, these individuals ensure their team's efforts align perfectly with the company's big-picture goals.

This VITAL Business Acumen simulation (in partnership with Abilitie) offers a dynamic simulation experience for frontline leaders to practice connecting everyday tasks with long-term objectives, enabling your organization to drive sustainable growth and stay ahead of the competition.



## Inside the Course

The VITAL Business Acumen simulation is an immersive leadership development experience for rising and aspiring leaders in your organization. In this team-based competition, participants practice cross-functional collaboration and decision-making skills under pressure.

Participants are placed in cross-functional teams that compete in a dynamic marketplace, take calculated business risks, and react

to unexpected events such as social media campaigns that go awry. Through targeted debriefs and reflection, they learn how to utilize their leadership style to execute strategy under pressure. Each participant assumes different roles within their team, experiencing the business from various perspectives as company roles change over time. This competition includes vying for both talent and customers.

# Objectives

Upon completion of this session, participants will be able to:

1

Practice cross-functional collaboration and decision-making skills under pressure.

2

Demonstrate their business acumen by making and evaluating calculated decisions in a dynamic marketplace.

3

React to unexpected events and adapt strategies accordingly.

4

Utilize leadership styles to execute strategy under pressure.

# Key Outcomes

Enhanced decision-making skills in complex situations.

Greater adaptability to unexpected changes and challenges.

Strengthened leadership skills under pressure.

Deeper understanding of market dynamics and financial principles.

Fostered culture of innovation and resilience.

## Duration

1x6-hour OR 2x3-hour  
ILT/VILT agenda

## Target audience

Frontline leaders

## Class size

Up to 25 participants

## Available language

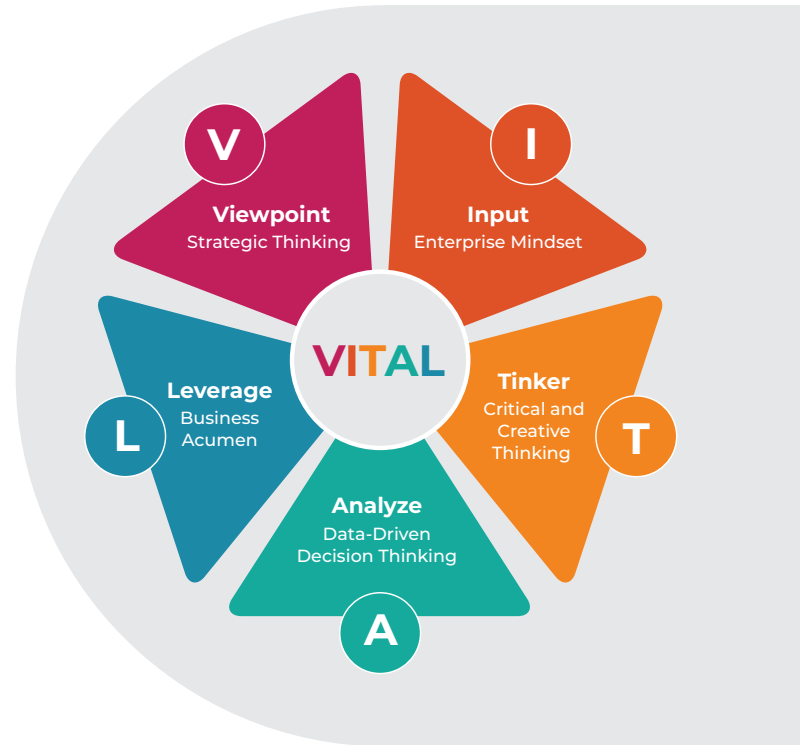
English

# VITAL Leadership

The VITAL leadership model has been designed to empower leaders by enhancing their left-brain cognitive abilities, enabling them to develop the skills and mindset needed to thrive in today's AI-empowered work environment.

VITAL stands for five essential components: **Viewpoint** (strategic thinking), **Input** (enterprise insight), **Tinker** (critical and creative thinking), **Analyze** (data-driven decision making), and **Leverage** (business acumen)

The VITAL leadership training series is presented through five virtual instructor-led training (VILT) experiences. Each module is designed to complement the other modules in the series but can also stand alone. These experiences provide leaders with the practical knowledge and skills necessary to excel in their roles and drive organizational success.



To learn more about **Business Acumen**, scan the QR code.



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