



LEADERSHIP COMPETENCIES

Awareness &
Insight

Building High
Performing Teams

Building Networks

Building Trust

Business &
Financial Acumen

Coaching &
Mentoring Others

Communication &
Listening

Driving for Results

Influence &
Diplomacy

Risk Taking

Strategic Thinking &
Visioning

Taking Initiative

BUSINESS & FINANCIAL ACUMEN

“People need to have
a mindset for growth.”



KEVIN COPE

Seeing the Big Picture: Business Acumen to Build Your Credibility, Career, and Company

In this Success Talk you'll learn how to:

- Understand how you impact company results
- Identify the importance of being a business leader first and a functional leader second

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APPLICATION SHEET

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Communication & Listening

Driving for Results

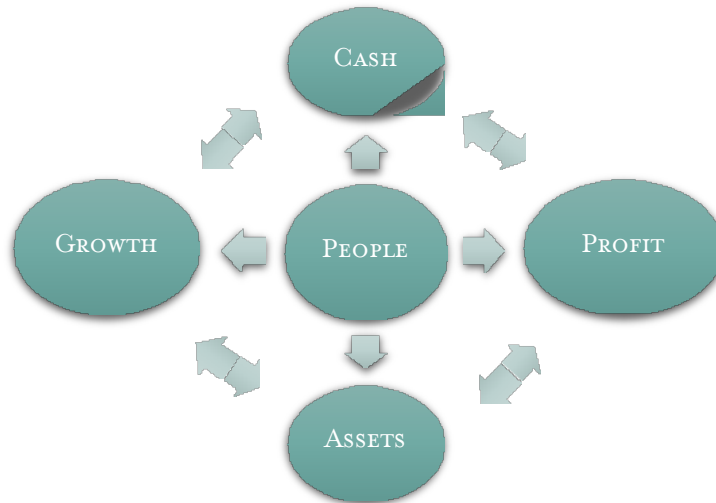
Influence & Diplomacy

Risk Taking

Strategic Thinking & Visioning

Taking Initiative

Kevin Cope shares a business model which aligns with 3 financial documents; namely, statement of cash flows, profit and loss, and balance sheet. Kevin says when you understand these aspects of your business and combine it with a positive culture, your business will grow.



How do you currently impact your company's results?

What can you do to learn more about your company's business model?

How can you communicate more with your team and customers?