

Income | Outcome Business

Acumen Simulations:

Financial Tools and Concepts

SURVEY TO MASTERY

Financial Statements (P&L & Balance Sheet): Core financial reports showing profitability and financial position.

Investing in a Business: Funding, growth, and the risks of generating profits or losses.

Cash vs. Profit: The difference between cash flow (money movement) and profit (accounting earnings).

Fixed & Variable Costs: How cost structures impact pricing and profitability.

OpEx vs. CapEx: Day-to-day expenses vs. long-term capital investments.

Market Conditions & Business Decisions: How economic shifts, competition, and external forces shape strategy.

Accounts Receivable & Payable: Managing cash flow through customer payments and supplier obligations.

Depreciation & Amortization: How asset value changes over time and its impact on financials.

Key Ratios (ROS, ROA, Asset Turnover): Metrics for profitability and asset efficiency.

Implementing Change & Measuring Results: Applying strategies for business improvement.

Supply & Demand: How market forces influence pricing and production.

Working Capital Management: Optimizing receivables, payables, and inventory.

Cost Structure & Capacity Utilization: Managing costs and resources for profitability.

Cash Flow Forecasting: Predicting future inflows and outflows.

Budgets & Targets: Setting financial goals and tracking performance.

Budget Variance Analysis: Identifying deviations from financial plans.

Unit Cost Analysis: Determining per-unit production costs for pricing and margins.

Break-even Analysis: Identifying the point where revenues cover costs.

Income Statement Analysis: Assessing revenues, expenses, and profitability.

Statement of Cash Flow: Tracking past cash movement in operations, investments, and financing.

Inventory Management: Balancing stock levels to avoid shortages and excess costs.

Cash Flow Management: Ensuring liquidity to meet financial obligations.

SWOT Analysis: Evaluating strengths, weaknesses, opportunities, and threats.

Cash Conversion Cycle (CCC): Measuring how quickly a company turns investments into cash.

The Impact of Disruptive Technology: How innovations reshape industries and competition.

Market Intelligence & Competitive Awareness: Tracking trends and industry shifts to inform strategy.

Opportunity Cost of Strategic Decisions: Balancing short-term benefits with long-term positioning.

Strategic Opportunities & Financial Constraints: Aligning growth ambitions with financial realities.

Foreign Exchange & Hedging (Optional): Managing currency risk in global transactions.