

## **Understanding the Business Cycle**

Understanding how a company makes money helps employees put their decisions into perspective. Using a basic business model helps illustrate the relationship between planning, decision making and inherent business risk. The course uses a simulation case study to immediately apply the principles learned to a "real world' situation.

# Participants will learn how decisions impact outcomes by following them through the business cycle.

#### Program Outcomes

- Understand primary financial statements and connect each of them to the business cycle
- Recognize the relationship between primary financial statements
- Calculate common financial ratios
- Recognize managing costs as an essential factor to positive financial performance

#### **Learning Process**

#### Learning Content

- The Business Cycle
- Influencing Results

- Learning Reinforcement Tool
- Action Learning-Opportunity Cost

### Program Length 4 Hours

### **Potential Applications**

All or part of this course could be part of a solution to help organizations with the following objectives:

- Help new managers understand the business cycle
- Support performance management discussion/process
- Improve bottom line results