

## FinListics Financial Acumen eLearning Courseware

### **Objective:** *Develop a Basic Foundational Knowledge of Finance*

Client executives and investors analyze financial statements to gain insights into how well the business is managed and its performance in the future. They use these insights to identify areas of opportunities and those requiring change, and to make decisions about investing more or less in the company.

We explore these statements utilizing a proven methodology used by thousands of sellers worldwide that includes case studies and applications delivered to you in an interactive online format.

FinListics Financial Acumen eLearning Courseware builds a basic knowledge of key financial statements to help you use those same insights to identify areas of opportunity.

#### ***The CHALLENGE***

It is critical to understand a client's financial statements because it helps to develop an executive's perspective and better identify potential areas where your solutions could add value.

#### ***The SOLUTION***

**eLearning Courseware:  
FINANCIAL ACUMEN**

#### ***Key Features of FINANCIAL ACUMEN EARNING COURSEWARE***

- Real-world examples to illustrate what you're learning
- Practical insights from an executive's perspective for each of the financial metrics
- Quizzes to test your knowledge
- Action items so you can apply what you have learned
- Key Financial Metrics Quickview (*can be downloaded, saved, and printed*)

*[\(Click here for detailed overview\)](#)*

#### ***Delivery of FINANCIAL ACUMEN EARNING COURSEWARE***

- Self-paced FinListics Financial Acumen eLearning Courseware

## FinListics Financial Acumen eLearning Courseware

Module 1 Income Statement	Module 2 Balance Sheet	Module 3 Statement of Cash Flows
<p>Learn why the income statement is probably the most widely used financial statement by client executives and explore the financial metrics:</p> <ul style="list-style-type: none"> <li>▪ Revenue growth</li> <li>▪ Profitability</li> <li>▪ Expense management</li> </ul> <p><i>Approximate running time: 18 minutes</i></p>	<p>Learn why management of the balance sheet is critical to a client's financial performance and explore the financial metrics:</p> <ul style="list-style-type: none"> <li>▪ Working capital</li> <li>▪ Fixed Asset Utilization</li> </ul> <p><i>Approximate running time: 22 minutes</i></p>	<p>Learn why the statement of cash flows is focused on by client executives to manage and measure financial viability and explore the financial metrics:</p> <ul style="list-style-type: none"> <li>▪ Funds from operations</li> <li>▪ Free cash flow</li> <li>▪ Liquidity</li> </ul> <p>You'll also discover how these metrics provide powerful insights into clients' ability to fund solutions and also what types of solutions they're interested in.</p> <p><i>Approximate running time: 8 minutes</i></p>