



Crystal Lean Solutions

**Training**  
Academy

# Commercial Acumen



# Commercial Acumen

<b>DURATION:</b>	1 Day
<b>ACCREDITATION:</b>	Crystal Lean Solutions
<b>COURSE CODE:</b>	1088

## AIM:

The aim of this programme is to build the commercial awareness of participants, enabling them to make informed decisions that support organisational performance. Learners will develop an understanding of how choices made within their role impact cost, value, profitability, and long-term business outcomes.

## OBJECTIVES:

At the end of the course, learners will be able to:

- ✿ Explain the importance of commercial acumen and its contribution to organisational success.
- ✿ Describe key elements of capital investment, including capital costs, depreciation, expenses, lifecycle costing, and the financial implications of business decisions.
- ✿ Calculate and interpret common investment appraisal measures such as Return on Investment (ROI), Payback Period, and Net Present Value (NPV).
- ✿ Understand the structure and components of a Profit and Loss Account (P&L), including revenue and cost classification.
- ✿ Calculate gross and net profit and draw insights from a P&L to support better business decisions.
- ✿ Provide a high-level interpretation of a Balance Sheet and understand its relevance to organisational stability and performance.
- ✿ Use a Business Scorecard to understand how financial and non-financial factors influence performance across operations and projects.

## THIS PROGRAMME IS FOR:

This programme is designed for individuals who want to enhance their commercial awareness and improve their ability to make informed decisions that positively impact organisational performance. It is suitable for engineers, leaders, project managers as a finance for non-financial personnel.

## **PROGRAMME CONTENT:**

### **Introduction to Commercial Acumen**

- What commercial awareness is and why it matters in organisational roles

### **Capital Investment**

- Understanding capital costs
- Depreciation
- Expenses
- Lifecycle costs
- Calculating and interpreting ROI, Payback Period, and NPV

### **Profit and Loss Account (P&L)**

- Revenue elements
- Cost elements
- Calculating gross and net profit
- Interpreting a P&L to support decision-making

### **Balance Sheet Overview**

- Key components and what they indicate about organisational stability

### **Business Scorecard**

- Understanding financial and non-financial measures
- Using scorecards for performance and decision-making

<b>ASSESSMENT:</b>	None
<b>GRADING:</b>	Not Applicable
<b>PROGRAMME DELIVERY:</b>	Classroom
<b>TOTAL DURATION OF THE PROGRAMME INCLUDES:</b>	1 Day
<b>CERTIFICATION CRITERIA:</b>	Completion of all training days on programme
<b>CERTIFICATION BODY:</b>	Crystal Lean Solutions
<b>RECOGNITION OF PRIOR LEARNING (RPL):</b>	N/A
<b>PRE-REQUISITE:</b>	None

**OTHER COURSES OF INTEREST FROM THE CLS TRAINING ACADEMY:**



- ☀ Situational Leadership
- ☀ Leader Standard Work
- ☀ Human Error Problem Solving
- ☀ Negotiation Skills
- ☀ Communication Skills
- ☀ Teamwork & Conflict Management
- ☀ Decision Making
- ☀ Leading with Emotional Intelligence