Program	Commercial Challenges Solved
Finance for Non-Finance Managers	Managers make decisions without fully understanding their financial impact.
Commercial & Business Acumen	Employees struggle to connect their day-to-day decisions to business performance and profitability.
Margin Management	Revenue may be growing, but profitability is being eroded through poor commercial decisions.
Pricing Strategy	Organisations fail to capture the full value of their products and services through ineffective pricing.
Financial Decision Making	Managers lack confidence in assessing the financial consequences of business decisions.
Financial Return on Investment	Investment decisions are made without a robust understanding of costs, benefits and business value.
Consumption Models	Teams struggle to adapt to customer buying models that are shifting from ownership to consumption-based services.