

The Great Game of Business™

A BOLD EXPERIMENT IS TAKING PLACE AS LEADING EDGE COMPANIES TURN UPSIDE DOWN THE MANAGEMENT PARADIGM THAT HAS DOMINATED CORPORATE THINKING FOR MORE THAN ONE HUNDRED YEARS.

At the core of this shift is The Great Game of Business™. The Great Game of Business™ develops a culture of ownership that allows organisations to tap into the most under-utilised resource in business today – the enthusiasm, intelligence, and creativity of their people.

The Acumen International team has captured the value in The Great Game and enhanced its effectiveness through the development of a proven series of business interventions. These include:

- Financial Literacy: Know and Teach the Rules of Business
- Performance Management: Follow the Action and Keep the Score
- Enterprise Culture: Creating a Stake in the Outcome
- Balanced Scorecard: Developing the Critical Numbers

Engaging with the people you employ and working with them to create an understanding of the financial position of the company will assist your business to succeed in both financial and overall organisational terms. 'Opening the books' to employees and educating your team about the financial side of your business means that they develop the ability to evaluate their own economic conditions both within the business and externally.

The success of the Great Game of Business™ is demonstrated by Jack Stack and his team at SRC Corporation, who following a management buy-out in 1982 transformed their business and grew their stock price from USD \$0.10 to over USD \$90.00 a share. He developed an ownership culture where every employee had to take the fate of the company as personally as an individual owner would. Not easy, but the outcome demonstrates the return on investment.





THE GREAT GAME OF BUSINESS™

CONTACT

FOR FURTHER INFORMATION ABOUT THE BENEFITS
YOUR ORGANISATION WILL EXPERIENCE FROM
THE GREAT GAME OF BUSINESS™ SCHEDULE
OF BUSINESS INTERVENTIONS PLEASE
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Why Play The Great Game of Business?

Adopting a balanced scorecard approach to open book management assists the business to set forward looking standards rather than relying on financial information in retrospective terms. This approach enhances goal setting and builds the benefits from achieving these goals across the entire business.

The Great Game of Business™ educates every single employee about the role that they play in the organisation. From employee wide education programs about reading financial statements to providing a stake in business outcomes The Great Game of Business takes an innovative and proven approach to assist you to benefit from investing in the future of your business.

Playing The Great Game of Business™

The Great Game of Business™ has been tested and proven in areas of retail, manufacturing, service industries, and government enterprises. The Game is adaptable, flexible and accounts for individual needs and the dynamic nature of business today. Acumen International has been responsible for the successful adoption of the open book management and enterprise culture approaches that The Great Game of Business™ encompasses. Further, The Great Game of Business™ enhances the skills and knowledge provided through the Executive Acumen program delivered by Acumen International for CEOs and senior management in fast-growth enterprises.