

Communicating Financial Analysis & Data

Online Learning Journey Description

Realistic simulations, short videos, practical tools

Communicating Financial Analysis & Data teaches sales professionals to share information strategically

Topics Covered:

- ☐ *Identifying your business objectives*
- ☐ *Understanding what data to share and not to share*
- ☐ *Communicating data to compel action*
- ☐ *Mitigating risks and managing relationships*

Topics Covered: Critical Thinking, Risk Analysis, Persuasion



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Learning Objectives

Participants learn to:

1. Use data strategically to meet business objectives
2. Determine whether to share data, and if so, what to share
3. Communicate financial information persuasively to compel action
4. Use data to mitigate risks and manage relationships