



Learning Objectives

At the conclusion of **Zodiak®: The Game of Business Finance and Strategy**, learners will be able to

- Define and use common financial terms important to organizations using working capital or revolving funds, such as revenue, operating results, assets, equity, depreciation and others.
- Construct and interpret two basic financial statements (Income Statement, Balance Sheet).
- Describe the terms profit and loss, and explain their relationship to a balanced government budget.
- Explain the relationship between budget amounts and actual expenditures, and the impact of the variance on a revolving fund account.
- Compute and analyze key productivity ratios (Net Operating Ratio, On-Time Deliveries, and Inventory Turnover) as measures of efficiency and effectiveness.
- Explain how strategic issues such as quality and process improvements, inventory management, investments in capital assets, cycle time reductions, improved communications, and training and workforce retention can impact the success of an organization.
- Describe the importance of critical investments for the future, balanced with the often competing need to reduce expenses and maximize “profit.”

At the conclusion of the standard **Zodiak Connections** exercises, learners will be able to

- Recognize and define organization-specific financial terms and measurements.
- Review the financial results and “story” of their own organizations and be able to describe organizational strategies implemented in response to business or governmental changes.
- Recognize and describe how their own job responsibilities and decisions “fit” within the overall financial success of their organizations.
- Develop a personal action plan for contributing to the financial health of their department and organization.
- For those clients selecting to customize the **Connections** exercises, Paradigm Learning works with them to develop learning objectives specific to their training goals.