

# Course Outline



## INTRODUCTION & PRE-WORK

Introduction to High Impact Business

A Grander Vision

Who is Capital III?

The Purpose of Business

Poverty Wealth Flourishing

How to use this course?

Assemble the Strategy Team

Roles, Responsibilities, & Expectations 

Team Assessment 

Business Assessment Tool 

Collect Company Data 

Coaching Session

## OVERVIEW & FRAMEWORK

High Impact Business Framework 

Principles

People

Practices

Performance

Power of Personal Transformation

## PURPOSE

Purpose Overview

Becoming a Person of Character

Purpose Statement 

Principles

Promises

Coaching Session

## STRATEGY - The Problem

Strategy Overview

Becoming a Person of Connection

Making Wise Decisions 

The Problem 

The Competitive Analysis Tool 

Coaching Session

## STRATEGY - The Solution

Unique Solution 

Unique Product

Defining your Unique Product

Ideal Customer

Brand excellence

World Class Experience

Strengths & Constraints

Strategic Goals

Coaching Session

## OPERATIONS - Navigation

Operations Overview

Becoming a Person of Competence

Navigation - 5 C Leadership Team

Navigation – Strategy, Culture, Performance

Roles, Responsibilities & Expectations Revisited 

Leadership vs Management 

## OPERATIONS - Culture

Culture Overview

High Impact Business Documentary

TILLING - Defining your culture

PLANTING - Recruiting Interviewing Hiring & On-boarding

WATERING - Developing your team 

PRUNING - Coaching & Terminations 

HARVEST - Compensation & Benefits

CELEBRATION 

Social Spiritual Guidelines

Social Spiritual Capital Plans 

Coaching Session

## OPERATIONS - Customers, Product, Cash

Customers 

Product & Service

Cash Overview

Measuring Cash

Cash Flow Model 

Accounting for Social & Spiritual Capital Costs

5 C's of Commercial Lending

Assessment & KPI's

## OPERATIONS - Operating Goals

Operating Goals

Coaching Session

## EXECUTION

Execution Overview

Becoming a Person of Commitment

Optimization 

Scoreboards 

Coaching Session

RealTime Navigation 

How to have Impactful Meetings

Final Encouragement

Coaching Session