

Financial training For non financial staff



The financial training specialists

Alexander the Great (profit)

I've always enjoyed ancient history, and have recently been reading about Alexander the Great. In 10 years he defeated Persia; the ancient world's most extensive empire. He founded 20 cities bearing his name, including Alexandria in Egypt. He reached Afghanistan and north west India, conquering all in his path.

A key secret of his success was put in place by his father, Philip II of Macedonia. He reorganised the Macedonian army, including its baggage train baggage train. Ancient armies on the march were often outnumbered by their baggage train and camp followers; Alexander's army was allowed one porter and pack animal for every 16 foot soldiers. This change made it possible to supply his army over 11 years of campaigning.

Moving east, the ancient Chinese general Sun Tzu's "Art of War" has been reinvented for the modern western business world. Just look on Amazon!

But Alexander has been forgotten by modern business.

Think of your organisation's "soldiers" as the people making the product or providing the service your customers buy. The baggage train is the support departments: HR; IT; Finance; Sales & Marketing; etc. How do they compare in size?

How could you slim down your baggage train? What are you carrying that's unnecessary?

Alexander knew that the more baggage carriers he had to feed, the fewer soldiers he could feed. And the less likely he would be to succeed!

Almost 2,500 years later nothing has changed.

What do you need to do to succeed, and what's just dead weight?