

## *Financial training For non financial staff*



*The financial training specialists*

### **The right tools for the job (profit & cashflow)**

I've been working with a group of project managers recently.

We reviewed a couple of their recent overseas projects to assess the financial outcome, and see what the project manager could have done differently to improve the financial performance of the project. Both projects had lost money.

One issue was that the project toolkits hadn't arrived on site: engineers had to use lumps of metal as makeshift hammers.

We all know how hard it is to get the job done without the right tools: it's a recipe for delay and frustration.

But this company didn't give its project managers the right tools to manage the financial performance of their projects either.

One essential tool is the project financial report. How can you deliver a profitable project if you've got no idea of the project costs? There were even doubts as to whether project financial information existed: the director had struggled to get hold of the case study information we were looking at!

We discovered that the company's financial system fed information up to the shareholders, instead of feeding it down to front line managers, to give them the tools they needed to do their job.

The other missing tool was a project review. Things went wrong, but they had no way of learning from project problems, so the same problems happened again and again.

Two basic tools missing, and as a result the company was struggling.

Do you have the financial tools you need? And are you using them?