

MANAGING A PROFITABLE DEPARTMENT



How can you develop your managers and supervisors to ensure their departments are operating at a profitable level?

1. Research conducted by Entelechy International, Inc. has estimated that approximately 75% of employees don't understand the basic building blocks of how your business makes money.
2. These same employees do not understand how to increase revenue and control costs in their departments.

During these difficult economic times, it is imperative that the managers and supervisors, who are responsible for the daily operation in the departments, have a fundamental knowledge of how to control costs and increase profits.

After 25 years of experience, **FreemanGroup** has developed the MANAGING A PROFITABLE DEPARTMENT workshop as a direct response to the current needs of the hospitality industry.

MANAGING A PROFITABLE DEPARTMENT will help develop your managers and supervisors and teach them:

- How to read and understand a Profit & Loss statement.
- How to identify a line item(s) on a Profit & Loss statement which is negatively impacting profits.
- How to recognize and create opportunities to increase revenues by up-selling, cross-selling and strategically pricing products and services.
- How to develop an action plan to control or eliminate expenses.
- How to work with other departments to ensure overall company success.

MANAGING A PROFITABLE DEPARTMENT AGENDA:

- Introduction / Objectives
- Understanding the 6 Business Drivers
- Applying the 6 Business Drivers at Departmental Level
- Business Acumen for Hospitality
- Action & Accountability Session
- Workshop Critique / Feedback

The workshop will provide each of your managers and supervisors with the knowledge that will allow them to operate with higher levels of "Business Acumen" to dramatically improve their business decision making while achieving your company's strategic and financial objectives.

