

# Increase Business Acumen

Make cross-functional collaboration a strong capability and mindset.



## Empathy

See what others are seeing  
Understand things ... from another's perspective

### Our Dynamic World and Talent

Our Digital Age includes changing customer expectations, customer engagement, innovation, digital transformation, collaborating and partnering, disruptions, new business models, new market entrants, emerging technology, agile, lean, and new ways of working.

- Experienced professionals have advanced and technical degrees, certifications, and technical, managerial, and organizational skills, and more.
- Unfortunately, as soon as many professionals begin cross-functional, cross-discipline, and customer-facing collaboration, there are obstacles.

### *“Silo Thinking Obstacles in the Digital Age*

*include that too many professionals have weak business acumen knowledge and empathy about ‘other’ departments, functional areas, disciplines, and customers.”*

*(Daniel C. Hunt and Henry E. Liebling)*

### Cross-Functional Business Acumen in the Digital Transformation Age

Our pre-built content, workshops, and consulting assist people to (i) reduce their silo thinking and (ii) learn actionable business acumen knowledge, insight, skills, and empathy. This helps them develop competency and prepares them for cross-functional and customer-facing collaboration. Cross-functional team members need to be credible with each other.

### H5 Consulting helps in these areas

Develop a cross-functional business acumen mindset for value creation.

- **Digital and Organizational Transformation, Innovation, and Extend Agile or Lean for the Enterprise** (when you need to reduce silo thinking and close gaps between the business functions).
- **Starting New Projects** (reduce the risk of costly project delays and missed opportunities due to cross-functional team members being siloed in their thinking).
- **Underperforming Projects** (when silo thinking and weak business acumen are key obstacles).
- **Culture Change and Leadership Development** (when “cross functional” is important).
- **Develop Professionals (IT and non-IT) for Cross-Functional Collaboration.** Understand the business.
- **Programs and Certifications** (for graduate and undergraduate education, technical schools, and professional associations).

For Additional Information, contact:

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