

MBA Checklist - AREAS FOR POTENTIAL PROFIT IMPROVEMENT

Action

Done

Do you know which of your products and customers are profitable?

Does your pricing optimise your potential revenue and profitability?

Do you measure performance against key financial targets and Key Performance Indicators?

Does your business have a strategic financial plan or business case to support key decisions?

Do you identify capital and current expenditure that is producing nil or very little return?

Have you reviewed your cash flow recently?

Are you getting best value from your supplier contracts in terms of price, payment terms and delivery targets?

Have you identified efficiency improvements both in your support and direct customer-facing areas?

Does your bonus scheme for managers and staff help achieve key company targets?

Find this checklist useful? Give us a call on 020 8337 0775