

7 Ways Highly Effective CFOs Win



HABIT 1

Focus on Long-Term Strategic Goals

TIPS FOR SUCCESS: Work with stakeholders to create a forecast and plan for how to achieve goals with tangible milestones. Measure progress and assess variances along the way.

HABIT 2

Adhere to a Strict Code of Ethics

TIPS FOR SUCCESS: Develop protocols for transparency, and communicate clearly and honestly with internal and external stakeholders. Check for rule and regulation compliance regularly. Establish clear standards of operation for your team.



HABIT 3

Build and Maintain Relationships

TIPS FOR SUCCESS: Communicate regularly with internal and external stakeholders. Learn their concerns when it comes to budgets and finances, and agree to work together to assess new ideas and achieve goals.



HABIT 4

Identify Opportunities—Not Just Risks

TIPS FOR SUCCESS: Meet with customers to learn how they can be better served. Help internal stakeholders add financial assessments to their ideas for growth.



HABIT 5

Develop and Engage The Team

TIPS FOR SUCCESS: Develop policies that encourage staff development. Offer reimbursement and provide time for relevant training and certifications. Celebrate team member achievements, with public recognition where appropriate.



HABIT 6

Scan the Horizon for What's Next

TIPS FOR SUCCESS: Dedicate a few hours a week to learning what's new in your industry. Work with peer stakeholders to translate interesting ideas into tangible opportunities.



HABIT 7

Become Data-Driven

TIPS FOR SUCCESS: Replace intuition with data to support ideas, and help other stakeholders do the same. Seek to expand the sources and quality of data used to inform forecasts.

