

BUSINESS SKILLS FOR SAFETY PROS

UNDERSTAND THE BUSINESS FIRST



A quick start guide to getting a little bit
better at business so you can get a little bit
better at Safety

**CALL
CAMILLE**

The Safety Professional's Role

Provide advice, support, and analysis to help employers establish risk controls and management processes that promote sustainable business practice.

THE FIVE BUSINESS SKILLS YOU NEED

Data Collection & Analysis

Project Management

Business Financials

Operational Know-How

Strategic Planning

Get Better

Getting Better at Business requires
Desire to Improve
Admitting Lack of Knowledge
Asking Questions
Partnerships

Ask Your Operations Customers

- ① What non-safety metrics is your operations team held accountable for?
- ② How are we doing on those metrics? Today? Yesterday? This Year?
- ③ What is our business growth plan?
- ④ What are your operations leaders raises and bonuses tied to?
- ⑤ What factors influence their day-to-day business decisions?
- ⑥ What is their budget this year and what is their performance to budget?
- ⑦ What keeps them up at night?

You Should Know

Who are We?

Brand
Culture
Mission, Vision, Values
Market
Customers

Who to Ask?

Human Resources
Customer Support
Planning
Business Development
Corporate Execs

How Does This Place Run?

Operational Know-How
Process
Mapping Performance
Supply Chain
Business Financials
Customer

Continual Improvement
Operations Sups / Mgr
General Managers
Trainers
Finance
Front Line

How We Doin'?

Metrics
Key Performance Indicators
Data Collection and Analysis
Corporate Reporting

Analysts Finance Admins Human Resources
General Managers Directors
Continual Improvement

Where We Goin'?

Project Management
Mission, Vision
Strategic Planning
Capital Expenditure Planning

Project Mgrs
Finance Corporate
Execs Engineering
Ops Directors

Building a Business Case for Safety

Decision makers will usually prioritize their reasoning in this order:



So make your safety case about what productivity, cost and organization metrics it can improve!

1. ROI on productivity improvement
2. ROI on direct cost savings
3. ROI on direct and indirect cost savings
4. Improving organizational metrics
5. Reducing financial risk
6. Improving compliance
7. Aligning with corporate values

[\(National Safety Council, 2013\)](#)

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“It becomes a business opportunity that we’re grasping, a problem we’re resolving, a step forward for the company”

(Sheen)

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