**Intersession Work: between sessions 3 and 4**

Please complete the following before the next session. Note these in your journal. Email me with any questions or concerns [jodi@orangegroveconsulting.com](mailto:jodi@orangegroveconsulting.com). This will take you around 4 – 6 hours. Feel free to use more time if you would like to detail it even further.

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| **Area** | **Tasks** |
| 1. **External Bias and pushback** | Explore the process and see what external and internal resistance arises. How can you deal with it?   * Prepare for pushback when you speak up. What happens? * How are you reacting emotionally? What can help you manage or reinforce this? * Practice direct speak. * Renegotiate impactful expectations |
| 1. **Promote your value** | * Follow your plan and promote your value * What do you notice? |
| 1. **Goal** | * Continue to work on your overarching development goal * What are you noticing? |
| 1. **Prepare for Abilitie Finance Simulation** | Ensure you have a baseline understanding of the following financial concepts to ensure success in the business simulation in next session:   * Familiarity with Basic Financial Terms * Understanding of the Financial Statements   + Income Statement / P&L   + Balance Sheet   + Cash Flow Statement * Basic Investment Analysis: Breakeven Analysis   **Note**: All of these topics are covered in *Chapter 1: Back to Business Basics* and *Chapter 2: Reading Financial Statements* of Fluent in Finance which is a two-hour time commitment and is available from your Abilitie login. By completing the first two modules, participants will be prepared to make the simulation day a valuable part of the CREW experience. You have access to the full course for one year from their registration date. You are welcome to do the full course prior to the Business Challenge experience or revisit the additional chapters at any point throughout 2018. ΩΩ |