

Break the equation of 'Financial terminology = Colleagues  
look confused or ironic'

打破 “财务专业术语=同事迷惑/鄙视目光” 的等式

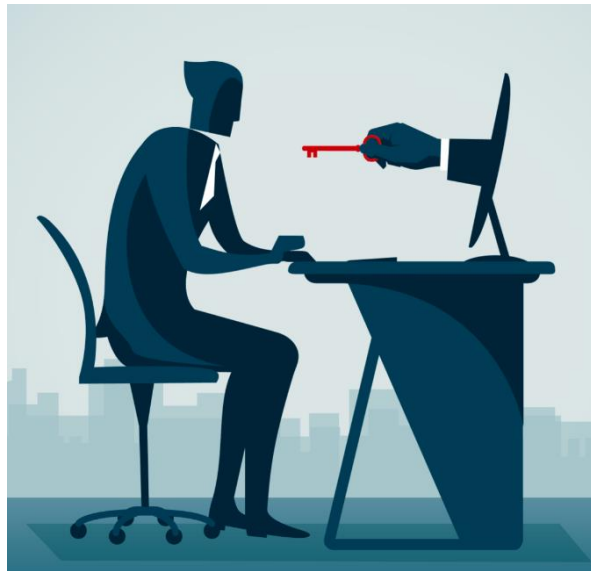
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- Financial terms could be the communication barriers to other departments
- Apply the financial terms to the business case in the cross-function communication
- Make the Finance department to be welcomed

# Financial terms could be the communication barriers to other departments



Accountant

No, you don't!

This accounting treatment should be Debit Cash and Credit Liability

That's why accounting policies works

I successfully make a deal with my customer to receive 5 million cash before we make the products.

I am so proud of making contribution to our revenue right now !

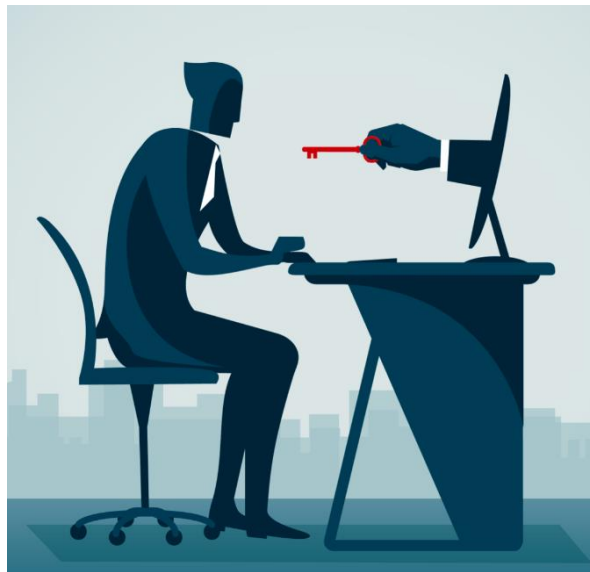
What ?

X@\*#\$&%.....



Top Sales Woman

# Apply the financial terms to the business case in the cross-function communication



Accountant

Congratulations !  
But.....

5 million revenue will  
be recognized at the  
same time we deliver  
the products to our  
customer and he/she  
receive

Any queries can seek  
my help in the future

I successfully make a deal with  
my customer to receive 5  
million cash before we make  
the products.

I am so proud of making  
contribution to our revenue  
right now !

What ?

Oh, I see ~




Top Sales Woman

# Make the Finance department to be welcomed

- Cut the words “Debit XXX and Credit XXX”
- Proactively to support professional help to business with easy understand communication instead of acting as an non-negotiable audit machine
- Understand how the business runs as well as how the accounting policies works



A person is seen from behind, looking out over a vast landscape of clouds and mountains at sunset. The sky is filled with soft, golden clouds, and the mountains are silhouetted against the bright horizon. The overall mood is serene and contemplative.

**Please study EPSM Unit 6  
Communication and Interpersonal  
Skills for more details**