

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
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# 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 !

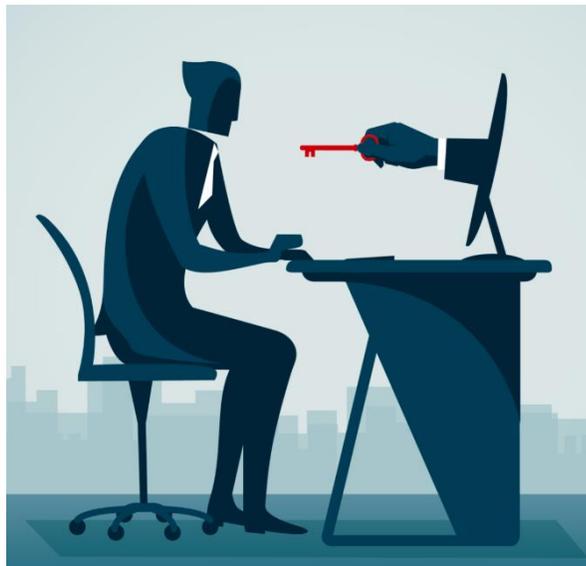
What ?

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  
recieve

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 ~

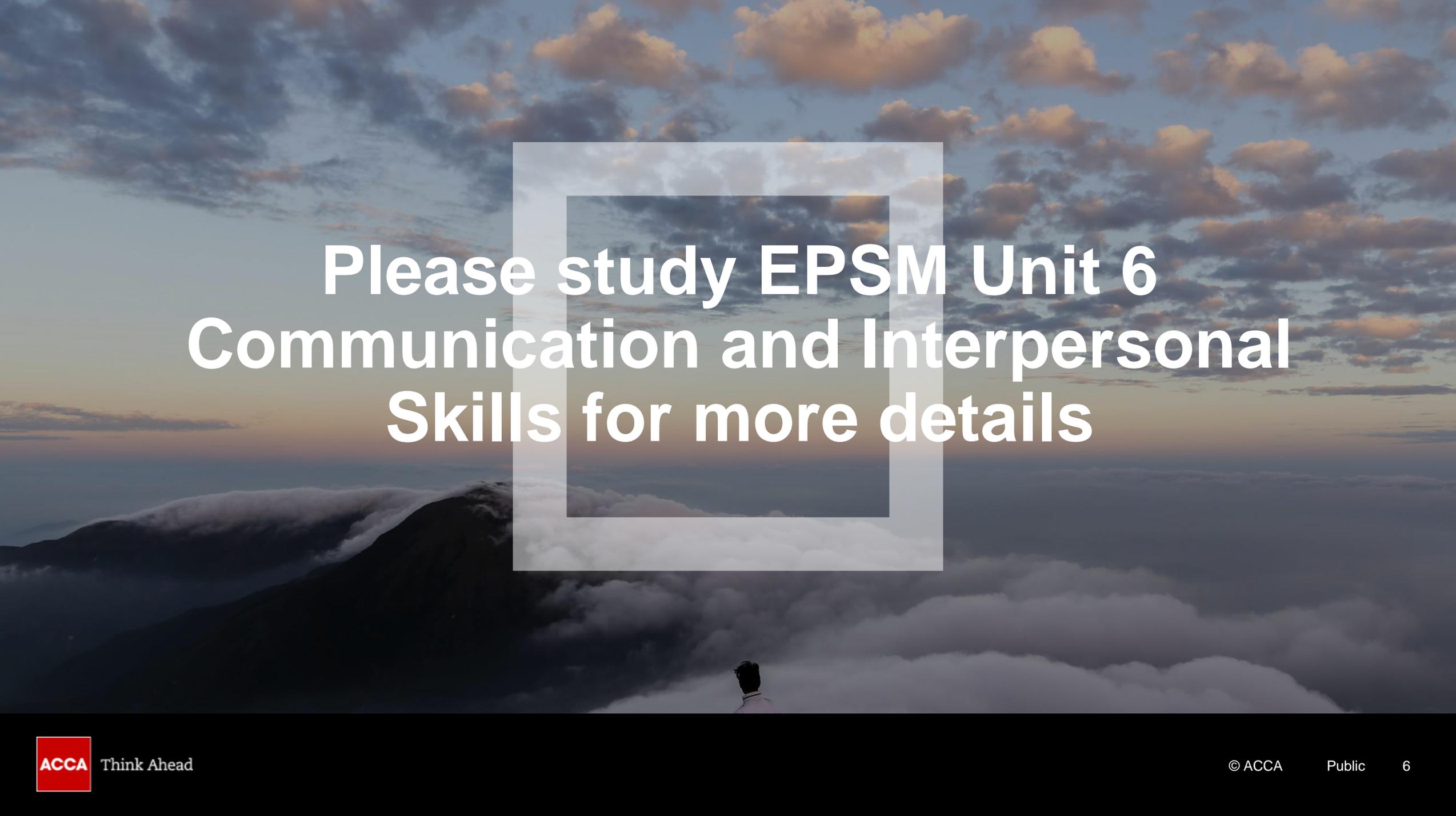


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# Make the Finance department to be welcomed

- 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





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