**Practice Prompts – Enterprise: Finance & Operations Focus**

**Finance**

* **Draft a quarterly financial summary** for executive leadership, highlighting revenue trends, cost drivers, and budget variances across business units.
* **Generate a budget forecast model** for a new test center rollout. Include assumptions for staffing, infrastructure, and projected exam volume.
* **Write a memo explaining changes** to Pearson’s internal expense policy. Include rationale, examples, and links to updated documentation.
* **Create a financial dashboard outline** for tracking certification program profitability. Include metrics like cost per candidate, margin, and growth rate.

**Operations**

* **Draft a process improvement proposal** for streamlining candidate check-in procedures at test centers. Include current pain points and suggested automation.
* **Generate a checklist for operational readiness** before launching a new testing product. Include cross-functional dependencies and risk mitigation steps.
* **Write a report summarizing operational KPIs** for the past quarter. Include metrics like test center uptime, issue resolution time, and candidate satisfaction.
* **Create a training guide** for new operations staff on Pearson’s global testing logistics. Include workflows, escalation paths, and system access protocols.

**Cross-Functional Finance & Ops Collaboration**

* **Draft a presentation outline** for a finance-ops strategy session focused on optimizing resource allocation across high-growth regions.
* **Generate talking points for a meeting** with product and sales teams to align operational capacity with forecasted demand.
* **Write a proposal for a new vendor evaluation framework** to ensure cost-effectiveness and service quality in test center partnerships.
* **Create a risk assessment template** for evaluating operational and financial risks in new market entry initiatives.