

Building Executive Trust

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The Association of
Accountants and
Financial Professionals
in Business



Featured Presenter

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The Association of
Accountants and
Financial Professionals
in Business



About Solver, Inc.



Budgeting
Forecasting
Modeling



Financial
Operational
Consolidation



KPIs
Analytics

Agenda

- Introduction
- Executive Utopia
- Importance of Trust
- Building Trust
- Conclusion
- Key take away

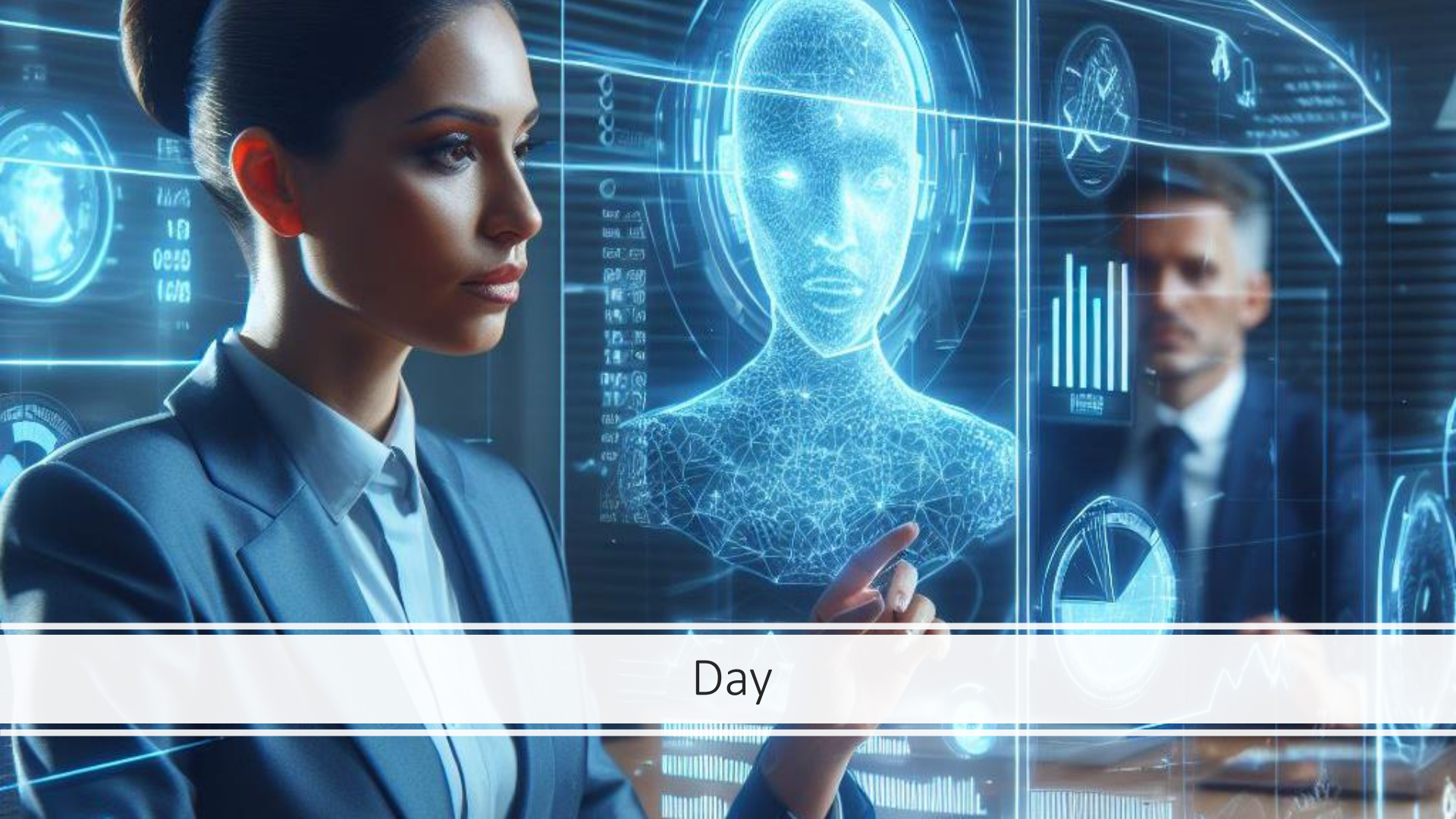


Executive Utopia



Morning





Day



Evening

Poll Question 1:

Status of using AI in your department for reporting, budgeting, or forecasting?

- a. At least one project deployed
- b. Evaluating or testing
- c. Considering
- d. Not considering

Poll Question 1 Results: (Placeholder)

What will it take for executives
to make accelerated better
decisions now and in the future?

Trust in people, data, and
information.

Importance of Trust

Data & Information

Information is defined as knowledge gained through study, communication, research, or instruction. It is the result of analyzing and interpreting pieces of data.



“In the world of data (& information), trust is the most valuable currency. It’s not about the quantity of data, but the quality and accuracy that truly matters. Trust in data is like a bridge, once broken, it’s hard to rebuild.”

- Anonymous by Bing Chat

Trust



Stephen M.R. Covey, the author of *“The Speed of Trust”*, **defines trust as confidence.** The opposite, which is distrust, is characterized by suspicion. **Trust is a function of character and competence.**

Confidence in People, Data, & Information

- **Character**
 - Integrity
 - Intent
 - Motive
- **Competence**
 - Capabilities
 - Skills
 - Results
 - Track Record



Poll Question 2:

Do you feel your department can do a better job building trust with your executives?

- a. Yes
- b. No

Poll Question 2 Results: (Placeholder)

Building Trust





Building Executive Confidence in Your Work

- Reporting
 - Financial
 - Consolidations
 - Operational
- Planning
 - Budgets
 - Forecasts
 - Modeling
- Dashboards



Confidence with Character

- Integrity
- Intent
- Motive



Confidence with Competence

- Capabilities
- Skills
- Results
- Track Record



Poll Question 3:

What software function would help your executives accelerate better decisions?

- a. Reporting (financial, consolidations, & operational)
- b. Planning (budgeting, forecasting, & modeling)
- c. Dashboards
- d. Data Warehouse
- e. All the above

Poll Question 3 Results: (Placeholder)

Conclusion

Conclusion

- Trust Barriers
- Importance of Information Trust
- Creating Trust with Curated Data
- Building Information Trust

Key Take Away

Building Executive Trust

AI will only increase the need for building confidence with Executives for the office of finance and accounting



Poll Question 4:

In what area do you feel the biggest opportunity is to build executive trust?

- a. You and your team's competence
- b. Your department's data
- c. Your department's information
- d. All the above

Poll Question 4 Results: (Placeholder)

Questions and Answers

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Thank you!

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