

BPI capability model

The “business critical skills” to supplement your professional toolbox

People skills help building relations in, managing and influencing stakeholders, and communicating complex content in a simple and effective way.

This enables business partners to get their message across and influence the decision-making process.

Leadership skills help business partners prioritize and creating time for business partnering. It is moreover critical for leading change and ensuring that the organization meets its objectives. Finally it helps leading others – inside and outside finance.



Analytical skills comprises the ability to crunch data and problems and see the potential for using advanced analytics. It is the foundation for generating insights and new perspectives to the business.

Business skills helps business partners understand the industry, strategy and how money is made across the value chain. This is imperative for speaking the language of the business and generating business insights.