



*Training Course:  
The Oxford Advanced Finance Leaders  
Programme*

*5 - 16 October 2026  
Trabzon (Turkey)*

## Training Course: The Oxford Advanced Finance Leaders Programme

Training Course code: FI2004 From: 5 - 16 October 2026 Venue: Trabzon (Turkey) - Training Course Fees: 9450 € Euro

### Introduction

This seminar brings together some of the most important areas of management, leadership, and financial management: Mastering People Management & Team Leadership Skills, and Financial Analysis, Planning, and Control. It will help business professionals:

- Stand back from the detail of their everyday specialism and appreciate the bigger picture required of management roles
- Apply effective people management skills confidently
- Use the financial techniques of planning and control
- Improve performance from the use of the tools of financial analysis
- Preparation financial projection models to determine the financing needs of the business

### Objectives

By the end of this seminar delegates will be able to:

- Understanding your role as manager and leader
- Establishing clear objectives and standards of performance for your team
- Managing your workload using effective prioritization, delegation and information management techniques
- Maximizing your influencing skills
- Developing and leveraging the capabilities of team members

### Target Audience

- Senior managers and executives
- Team leaders and department heads
- Newly appointed managers and supervisors
- HR and people development professionals
- Project and operations managers
- Finance managers and financial controllers
- Management accountants and budgeting professionals
- Business analysts and performance management professionals

- Corporate finance and planning professionals
- Consultants in management, leadership, and finance
- Entrepreneurs and business owners
- Professionals seeking to develop leadership and financial management skills

## Outlines

### Day 1:

#### Understanding Your Role

- Leader or manager?
- Self-perception
- Beyond the job description: finding out what your organization requires of you
- Balancing conflicting stakeholder demands
- Understanding the nature of change
- A model for implementing change

### Day2:

#### Personal Effectiveness, Time Management, and Delegation

- Understanding yourself and your organizational environment
- Outcome orientation
- Setting personal and team objectives
- Managing performance
- Finding and using time effectively
- A model for effective delegation

### Day 3:

#### Communication, Influence & Conflict Management

- Channels of communication
- Effective listening skills
- Emotions and rapport
- Persuasion and negotiation: the keys to personal influence

- Managing conflict assertively

#### Day 4:

##### Team Building, People Management, and Motivation

- How high-performing teams work?
- Identifying team roles
- Teams in practice: teambuilding exercise
- Motivation and reward
- Building and sharing a vision
- Different approaches to leadership

#### Day 5:

##### Enhancing Team Performance through Coaching and Development

- How did people learn?
- Coaching for personal and team growth
- Feedback skills
- Development planning
- Next steps

#### Day 6:

##### The Challenge of Financial Economic Decision-Making

- The practice of financial-economic analysis
- Corporate value and shareholder value
- A dynamic perspective of business Benchmarking your own strategic position/competitor analysis
- The agency problem and corporate governance
- What information and data to use?
- The nature of financial statements
- The context of financial analysis and decision-making

Day 7:

Assessment of Business Performance

- Ratio analysis and business performance
- Management's point of view
- Owners' point of view
- Lenders' point of view
- Ratios as a system - pyramids of ratios
- Integration of financial performance analysis - the Dupont system
- Economic value added EVA
- Predicting financial distress

Day8:

Projection of Financial Requirements

- Interrelationship of financial projections
- Operating budgets
- Standard costing and variance analysis
- Cash forecasts and cash budgets
- Sensitivity analysis
- Dynamics and growth of the business system
- Operating leverage
- Financial growth plans
- Financial modeling

Day 9:

Analysis of Investment Decisions

- Applying time-adjusted measures
- Net present value NPV and internal rate of return IRR

- Strategic perspective
- EVA and NPV
- Refinements of investment analysis
- Equivalent annual cost EAC
- Modified internal rate of return MIRR
- Sensitivity analysis, scenario analysis, simulation, and NPV break-even
- Dealing with risk and changing circumstances

#### Day 10:

##### Valuation and Business Performance

- Managing for shareholder value
- Shareholder value creation in perspective
- Evolution of value-based methodologies
- Creating value in restructuring and combinations
- Financial strategy in acquisitions
- Business valuation
- Business restructuring and reorganizations
- Management buyouts MBOs and management buy-ins MBIs

## Registration form on the Training Course: The Oxford Advanced Finance Leaders Programme

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Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

### Delegate Information

Full Name (Mr / Ms / Dr / Eng): .....  
 Position: .....  
 Telephone / Mobile: .....  
 Personal E-Mail: .....  
 Official E-Mail: .....

### Company Information

Company Name: .....  
 Address: .....  
 City / Country: .....

### Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng): .....  
 Position: .....  
 Telephone / Mobile: .....  
 Personal E-Mail: .....  
 Official E-Mail: .....

### Payment Method

- Please find enclosed a cheque made payable to Global Horizon
- Please invoice me
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### Easy Ways To Register

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