



*Training Course:
Finance for Managers*

*3 - 14 November 2019
Istanbul (Turkey)
DoubleTree by Hilton Istanbul Esentepe*

Training Course: Finance for Managers

Training Course code: FI1016 From: 3 - 14 November 2019 Venue: Istanbul (Turkey) - DoubleTree by Hilton Istanbul Esentepe Training Course Fees: 8400 ₺ Euro

Introduction

Finance and Capital along with Management and Staff are the lifeblood of any business.

This program focuses on the advanced skills necessary for making sound financial decisions in an increasingly competitive, volatile and global market. Skills and decisions which will enable your company to remain competitive, minimize costs, maximize revenues and also reduce/control risk.

The program, therefore, focuses on the key areas and skills required:

- Financial Planning and Control:- devising and controlling financial plans fit for the future
- Corporate Finance and Financial Engineering:- how to finance the business
- The Cost of Capital and Capital Investment Appraisal:- calculating and controlling the cost of capital using WACC and CAPM and maximizing the Return on Capital and minimizing risk by evaluating potential projects using the latest techniques
- Financial Analysis:- evaluate financial data in order to:
 - Assess past performance
 - Identify business Strengths, Weaknesses, Opportunities and Threats
 - Improve Decision Making
 - Implement and Evaluate Performance Measures
 - Aid the Strategic Planning Process
- Business Valuation - Mergers & Acquisition Decisions

Course Objectives of Finance for Managers

As a result of attending this Programme, participants will:

- Develop the Essential Advanced Skills of Financial Forecasting Budgeting and Control using Excel® and the latest software to develop various forecasting models including Time Series Models, Exponential Smoothing, Regression and Correlation Analysis
- Analyze complex capital investment and financing decisions and provide recommendations for action using appropriate discount rates based on WACC and CAPM by applying Payback, ARR, NPV, Discounted Payback, IRR and MIRR using Excel® including where capital is rationed/limited
- Identify the key success factors/critical factors in their industry/division to evaluate current and future market/competitive trends in order to identify future Opportunities and Threats
- Conduct advanced financial analysis using Excel® and the very latest techniques/methods that result in developing financial strategies and plans
- Conduct company valuations with a focus on merger and acquisition decisions

Course Process of Finance for Managers

The course is highly interactive involving the analysis and evaluation of practical case studies and the discussion/debate of current issues, policies, and procedures. It will be conducted along workshop principles to

ensure the development of transferable skills as well as knowledge, fully supported with notes in hard copy and on CD.

Course Benefits of Finance for Managers

As a result, attending delegates will:

- Develop their professional skills
- Increase their knowledge of the latest policies and procedures
- Make more informed and hence better decisions
- Increase their importance to their organization
- Be better placed to liaise effectively with other departments and colleagues regarding current practices and issues affecting the banking sector

Course Results of Finance for Managers

By sending delegates on this course, the organization will:

- Successfully build an integrated financial team
- Gain new finance skills in line with the latest international practices which will help to make more informed and hence better management decisions
- Increase knowledge of the latest policies and procedures which can be shared amongst other departments of the company
- Facilitate the continuous and radical redesign of business processes to international standards
- Ensure the finance culture permeates throughout the entire organization

Course Competencies of Finance for Managers

- Enhanced knowledge of Finance:- financial planning, sources, and uses of finance and the analysis of performance
- Financial Management:- the ability to manage liquidity and international finance
- Capital Investment Appraisal: - the ability to make sound investment decisions
- The latest techniques for evaluating financial and operational performance
- The ability to evaluate merger and acquisition possibilities

Course Outlines of Finance for Managers

Financial Planning

- Financial Management & Financial Planning - the Scope, Role & Responsibilities of Financial Management
- Preparing a Financial Plan - The Master Budget
- Forecasting Future Cash-flows
 - Time Series Analysis
 - Correlation & Regression
- Financial Modelling
- Sensitivity/What-If Analysis
- What-If Analysis combined with Du-Pont Analysis

Corporate Finance & Financial Engineering

- Raising Finance using traditional sources of Equity & Debt
- Evaluating the impact of Equity & Debt finance
- Money Market Instruments & Bonds
- The Concept of Financial Engineering
- Raising finance, trading, and hedging using financial engineered instruments
- The Dividend Decision: - whether to pay dividends or not

The Cost of Capital & Capital Investment Appraisal

- The Cost of Capital
 - Weighted Average Cost of Capital WACC
 - Capital Asset Pricing Model CAPM
- The Capital Investment Process
- Capital Investment Appraisal
- Payback
- Accounting Rate of Return ARR
- Net Present Value NPV
- Internal Rate of Return IRR
- Capital Rationing
- Asset Replacement Decisions
- Controlling the Cost of Capital and the use of Derivatives

Financial Analysis

- The Role & Responsibilities of Financial Analysis and Management
 - Identifying key success factors in your industry sector
 - The financial review compared to targets and expectations and Variance Analysis
 - Financial performance measurement systems
- Ratio Analysis to evaluate Profitability, Liquidity, Operations, and Leverage
- Du-Pont Analysis and Financial Modelling
- Altman and Z scores: - quantitative models to assess risk
- SWOT, PEST & Porter: - incorporating non-financial analysis
- The Analysis and Evaluation of Case Studies using Excel® in order to:
- Assess past performance
- Identify Strengths, Weaknesses, Opportunities, and Threats
- Improve Decision Making relating to future:
 - Divisional/Individual Performance
 - Capital Expenditure
 - Investment Opportunities
- Implement and Evaluate Performance Measures
- Aid the Strategic Planning Process

Valuation, Merger & Acquisitions

- Business Valuation
 - Definitions of Value
 - Value to the Investor
 - Value to Shareholders
- Evolution of Value-Based Methodologies
- Creating Value in Restructuring and Combinations

- Business Valuation for Merger & Acquisition
- Business Restructuring and Reorganisations
- Management Buy-Outs and Management Buy-Ins

Registration form on the Training Course: Finance for Managers

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

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