Course Overview

This comprehensive program focuses on the advanced skills necessary for making sound financial decisions in a competitive, volatile, and global market. Participants will gain expertise in financial forecasting, budgeting, capital investment, and decision-making, all with an emphasis on using the latest software and techniques. The skills learned will enable organizations to remain competitive, minimize costs, maximize revenues, and effectively manage risks, positioning participants as key decision-makers in their company’s financial future.

Targeted Groups

- **Heads of Departments**
- **Managers** across departments
- **Finance Professionals** seeking to enhance their advanced financial management skills

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Course Objectives

By the end of this course, participants will be able to:

- Develop **advanced skills in financial forecasting, budgeting, and control** using Excel and modern software to create models, including Time Series, Exponential Smoothing, Regression, and Correlation Analysis.
- Analyze **complex capital investment and financing decisions**, using appropriate discount rates such as WACC and CAPM, and applying various techniques like **Payback, ARR, NPV, IRR**, and **MIRR** in situations where capital is rationed.
- Identify **key success factors** and **critical factors** in their industry/division to assess current and future market/competitive trends and recognize potential opportunities and threats.
- Conduct **advanced financial analysis** using cutting-edge techniques to develop financial strategies and plans.
- Perform **company valuations**, with an emphasis on merger and acquisition decisions.
- Make better, more **informed financial decisions**.
- Understand the **Cost of Capital** and its role in **Capital Investment Appraisal**.

Targeted Competencies

- **Enhanced Finance Knowledge**: Financial planning, sources and uses of finance, and performance analysis.
- **Financial Management**: Liquidity management, international finance, and capital management.

- **Capital Investment Appraisal**: Making sound investment decisions.
- Proficiency with **the latest techniques** in financial performance evaluation.
- **Merger and Acquisition Competency**: Understanding the role of valuations and acquisitions.
- **Financial Planning & Control**: Effective control of financial resources.
- **Financial Analysis**: Advanced skills in evaluating financial performance.
- **Business Valuation**: Expertise in assessing company value for mergers and acquisitions.

Course Content

Unit 1: Financial Planning

- **Financial Management & Financial Planning**: Understanding the scope, role, and responsibilities in financial management.
- Preparing a **Financial Plan**: Creating the **Master Budget**.
- **Forecasting Future Cash Flows** using time series models.
- **Time Series Analysis**, **Correlation**, and **Regression** techniques.
- Building **Financial Models** and conducting **Sensitivity/What-If Analysis**.
- Integrating **What-If Analysis** with **Du-Pont Analysis** for financial decision-making.

Unit 2: Corporate Finance & Financial Engineering

- Raising finance through **equity** and **debt** sources.
- Evaluating the impact of **equity** and **debt finance**.
- Understanding **Money Market Instruments** and **Bonds**.
- The concept of **Financial Engineering** and its applications.
- Raising finance and trading with **financial engineered instruments**.
- The **Dividend Decision**: Deciding whether to pay dividends or not.

Unit 3: The Cost of Capital & Capital Investment Appraisal

- Understanding the **Cost of Capital** and its components.
- **Weighted Average Cost of Capital (WACC)** and **Capital Asset Pricing Model (CAPM)**.
- The **Capital Investment Process**: Evaluating and making investment decisions.
- Techniques for **Capital Investment Appraisal**: **Payback**, **ARR**, **NPV**, **IRR**, **Capital Rationing**, and **Asset Replacement Decisions**.
- Controlling the **Cost of Capital** using **Derivatives**.

Unit 4: Financial Analysis

- The role and responsibilities of **Financial Analysis** and **Management**.
- Identifying **critical success factors** in your industry.
- **Variance Analysis**: Comparing financial performance to targets and expectations.
- Measuring financial performance with **Ratio Analysis**: Profitability,

liquidity, operations, and leverage.
- Using **Du-Pont Analysis** and **Financial Modelling** for deeper insights.
- **Quantitative Models**: **Altman** and **Z scores** for risk assessment.
- Incorporating **non-financial analysis** using tools like **SWOT**, **PEST**, and **Porter's Five Forces**.
- **Case Study Analysis** using Excel to evaluate past performance, identify **Strengths**, **Weaknesses**, **Opportunities**, and **Threats**, and improve future decision-making.

Unit 5: Valuation, Mergers & Acquisitions

- Understanding **Business Valuation** and its importance.
- **Value Definitions**: Value to investors, value to shareholders.
- Exploring **Value-Based Methodologies**.
- **Creating Value** in business **restructuring** and **combinations**.
- Performing **Business Valuation for Mergers & Acquisitions**.
- **Business Restructuring** and **Reorganizations**.
- Exploring **Management Buy-Outs (MBOs)** and **Management Buy-Ins (MBIs)**.

Conclusion

This advanced financial management course provides participants with the tools and skills needed to make sophisticated financial decisions, manage capital investment processes, and evaluate business performance in a highly competitive and volatile environment. Whether you are responsible for corporate finance, capital investment, or company valuations, this course will ensure you possess the advanced skills necessary to navigate complex financial challenges and make informed, strategic decisions.