

Financial Skills for Business Success

Target audience

- Managers and top managers
- Anyone managing a cost centre, process or project

Pre-requisites

- There are no pre-requisites for this course

Objectives

- Weigh up your contribution to your organisation's growth and profitability
- Develop financial awareness within your organisation
- Use tried and tested management methods, tools and techniques
- Liaise more effectively with your finance department
- Produce reliable forecasts and results

On-the-job benefits

- Learn new financial skills that will boost your performance
- Understand the hows and whys of financial management
- Learn how to accurately forecast results

Benefits for the company

- Develop a management team that can deliver sustained financial performance
- Establish a financial culture that balances growth, profitability and risk

Special features of this course

The four levers of financial performance



Sharing financial management best practices with you

Your mission, if you accept it, is to...

Emotional events revolving around the balance sheet and income statement:

- > Get to know the main items on a balance sheet and income statement, and be able to find them in your company's financial documents

... This message will self-destruct in five seconds

The budgeting procedure puzzle

Fun role-play in sub-groups:

- > Raise awareness that business management spans different time horizons

'Industrial Corporation' and 'Corporate Risk Management' case studies

Pairwork exercises, followed by full-group presentations and debriefing:

- > Apply risk-analysis and risk-control methods

Programme



One 30' e-learning module



A logical approach to corporate finance

- The balance sheet and income statement.
- Assessing the impact of your decisions on the balance sheet and the income statement.
- Key concepts of value added.

+ Three-day classroom course +

1_ Understanding financial data

- How to read a balance sheet
- Understanding the income statement
- Assessing the impact of your decisions on the balance sheet and the income statement
- Creating value
- Generating income

2_ Anticipating results

- Turning strategic objectives into operational targets
- Developing a business plan
- Preparing a budget

3_ Minimising operational risk

- Mapping operational risk
- Understanding risk-management tools
- Implementing improvement plans

4_ Steering your business

- Maintaining high levels of performance
- Designing and using a financial scorecard
- Constructing rolling forecasts

+ Four 30' e-learning modules



Constructing and managing a budget

- The forecast for managing a business.
- The budget: an essential step in managing the company.
- The role of the manager in the budget process.
- The budget as a communication tool.
- Performing reforecasts and analysing differences.



Strategic vision and activity management

- Getting your business under control.
- Objectives for deployment.
- Deploying result-oriented action plans.
- The business plan: figures and comments.



Constructing your living balanced scorecard

- The scorecard as a steering tool.
- Defining indicators relevant to the business.
- Aligning operational scorecards with corporate strategic objectives.
- Organising the use of the scorecard.



Managing operational risks

- Identifying and assessing risks.
- Understanding risk- management tools.
- Using the appropriate risk-management tools.
- Budgeting and monitoring.

Key points

- > Assessments both before and after the course
- > E-learning modules accessible for 1 year
- > Personalised support throughout your course