

Financial Management for Executives

Effective financial management is an integral component of result-oriented management. Executives from all areas of business will expand and deepen their knowledge and skills in financial management in this 4-day course.

DESCRIPTION

If you're an executive with profit responsibility for a company, a business area, business unit or country, this 4-day course is designed just for you. Because you bear responsibility for financial management. You make decisions that determine to a great degree the financial well-being and stability of your company. This course demonstrates how to carry-out these financial management tasks to realize excellent financial results and a healthy cash flow.

WHO SHOULD ATTEND

- Executives, general managers, company owners
- CEOs, members of a management board
- Directors of important areas, business units, profit centers
- Mid-career managers who need to be prepared for a key position with responsibility for results

AREAS OF FOCUS

Corporate Finance and Key Management Tasks

- Financial analyses, financial statements and earnings statements
- Profit and cost management
- Liquidity and profitability
- Financial value creation, corporate value management
- Controlling, review and evaluation

Setting Financial Objectives

- How to set ambitious profit targets, that are also logical from a business and market sense
- The process of achieving above-average corporate results begins with the right profit planning
- How to calculate corporate value

Capital Expenditures

- Capital expenditures as a «profit killer»
- Capital expenditures as a strategic competitive advantage
- Determining the right value-added depth
- In or out-sourcing?
- Cost variability by concentrating on core activities

Capital Costs, Modern Forms of Financing

- How to lower the cost of capital
- Modern forms of financing
- Internal or external financing?
- The logic behind the capital market
- Negotiating with banks
- Understanding credit ratings

Investments and Financial Decisions

- The criteria for making decisions
- Increasing capital intensity as threat to profit targets
- Investing where it's necessary
- Make or buy – finding the optimum value-added depth

Liquidity Management, Working-Capital Management

- Warning – liquidity traps ahead!
- How many liquidity reserves are needed?
- Tools for managing liquidity
- Working-capital management

Increasing Corporate Value

- Factors influencing return on investment and corporate value
- The tools for managing results
- Measures that will improve results
- Realizing cash-flow objectives
- Getting rid of the sources that cause losses
- Taking advantage of untapped potential for improving results
- Cementing fixed costs as a loss of flexibility

Profitable Growth

- Exceeding your minimal necessary size
- Growth in a growing market
- Growth in a stagnating market
- How to achieve profitable growth

Designing the Right Cost Structure

- Determining allowable costs
- Designing an appropriate cost concept based on market realities
- Specifying a break-even point based on the logic of business fluctuation
- Seeking cost leadership – yes or no?
- Making decisions locally

Mergers and Acquisitions

- Acquiring companies or parts of companies
- Acquiring market share
- Acquiring size, real or presumed synergies and the effects of added experience
- Buying into new business and new core competencies
- Assessment, due diligence

Restructuring and Portfolio Adjustment

- Recognizing the need for restructuring at an early stage
- Recognizing profitable and unprofitable business activities
- Securing the viable parts of a company
- Divesting yourself of non-viable parts of a company
- How to develop a feasible restructuring concept
- Corporate portfolio and portfolio adjustment

Restructuring to Achieve a Turnaround

- Revitalizing a company's ability to restructure
- The restructuring concept
- Achieving a turnaround

Controlling, Review and Evaluation

- What do you need to evaluate to achieve effective financial management?
- What review and evaluation tools are necessary, and do they reveal deviations early enough?

Managing with Key Performance Indicators

- What KPIs allow you to reduce the tasks of financial management to their essentials?
- What content should a management report have, to be a concise controlling tool?
- Analyzing business models using KPIs

«Every executive should take this seminar on financial management. Super general survey, with many current examples and amazingly interesting discussions.»

Josef Fiala, ASFINAG Service GmbH

«Excellent and practical-oriented. The trainer was tops with outstanding coordination.»

Nicole Reising, Metzler Asset Management GmbH

«Extremely practical-oriented!»

Roland Keller, Robert Bosch (Pty) Ltd.

«Presented content affecting me with extremely high levels of practical relevance. Presented in an exciting way using real-life examples.»

Michael Schreyögg, MTU Aero Engines AG

«Relevant. Amazing practical focus. A very good mix of theory and practical examples.»

Malte C. Blumenthal, CTS EVENTIM AG & Co. KGaA

«A very good refresher course in the latest insights. A lot of practical relevance.»

Torsten Wunderlich, Flughafen Hamburg GmbH

Sessions & Fees

EP8410	Mar 09 – 12, 2020	Berlin, GER
EP8420	May 11 – 14, 2020	St. Gallen, CH
EP8430	Oct 12 – 15, 2020	Flims, CH
EP8440	Oct 19 – 22, 2020	London, GB
EP8450	Dec 07 – 10, 2020	Hamburg, GER

Duration: **4 days**

Fees: **EUR 4,600.- | CHF 4,900.- | US\$ 5,400.-**

Registration: www.bostonprograms.com/ep84 or registration form on the back of the brochure

Are you interested in corporate education or consulting?

Call us at: +41(0)43 499 4020

General Information

Registration and Confirmation

You can register by email, mail or FAX, or at our website. Once you register, you receive written confirmation, including detailed information on the location of the program, travel directions, hotel accommodations and an invoice for the program fees. If the program is fully booked, we notify you immediately. When you complete the program, you receive a certificate of attendance. Please note that the program curriculum, faculty and hotels are subject to change and/or amendment.

Change of Registration

If you need to change your registration, please notify us at least 6 weeks before the program starts. A change of registration entails a fee of 300 Euros. Under some rare circumstances, a program or parts of a program may have to be postponed or modified. In such cases, we will notify you immediately to ensure that you can attend an alternative program with similar content.

Cancellation

You may cancel your registration free of charge 3 months before the program starts. If you cancel between 3 months and 6 weeks before the start date, you will be reimbursed 40% of the program fees. For cancellations within 6 weeks of the program start date, you will be charged the full program fees. You can arrange to have someone take your place up to 3 days prior to the program start date.

Program Fees

Program fees for our seminars and programs include the faculty fees and educational materials associated with the program (V.A.T. is not included). Accommodations and meals are not included. If only parts of a program are attended, missed parts may not be made up. Payment is accepted in Euros, Swiss Francs or US Dollars. Reference currency: Euro.

Accommodation, Daily Delegate Rates

Our programs are held at high-quality hotels and seminar centers. Participants are not obligated to stay at the seminar hotel. Note, however, that Boston Business School customarily negotiates a special room rate with the seminar hotel. Unless it is included in the accommodation rate, an additional daily delegate rate for lunch, coffee, etc., will be charged to participants. For rooms at the seminar hotel, participants make their own reservations following instructions provided by Boston Business School, and pay the hotel bill on the final day of the program.

Insurance, Disclaimer

Boston Business School does not offer insurance to participants. Therefore, participants must carry their own insurance policies to protect them from damages due to accidents, disease, theft and so on. Boston Business School cannot be held liable for damages. Terms, conditions and course content are subject to change and/or amendment.

Registration Form

Please complete and print this registration form and mail or FAX it to:

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www.bostonprograms.com

I wish to participate in the following program:

Name of Program

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Program Dates

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Titel

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Company/Organization

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Email

Telephone

FAX

Position

Industry (opt.)

Number of Employees (opt.) under 200 up to 1000 over 1000

Signature

Date