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## **Corporate Financial Decisions**

PIK146-1225 LON-1



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**PPP:** £4550



## **Corporate Financial Decisions**

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**If you can't train them,  
you can't blame them!**

### **Short Description:**

This course is designed to enable delegates to make corporate financial decisions in an increasingly volatile international marketplace in order to increase profitability, maintain liquidity and reduce financial risk. The module follows the growth of a company from the development of a strategic corporate financial plan, the raising of finance, the preparation and management of budgets to support the plan, the management of financial risk and ultimately the measurement and evaluation of performance. Major highlights of the course include its: • Practical nature which will ensure development of transferable skills as well as the knowledge and understanding. • Relevance in today's marketplace with focus on major financial issues. • International outlook, enabling company's/delegates to compete on a global scale and meet international standards. • Breadth and depth of coverage, making the course suitable for both finance and non-finance personnel. • Supporting material. Delegates will receive a detailed set of handouts, reading, case studies and examples in both hard and soft format which will enable them to review/use the topics covered at a later date.

### **Course Overview:**

#### ***Objectives:***

This seminar will enable delegates to:

- Develop effective corporate financial plans aimed at maximising return and minimising risk.
- Evaluate the various methods of finance and make successful capital investment decisions.
- Prepare, manage and control budgets to support the corporate financial plans.
- Identify and manage financial risk effectively.
- Measure and manage performance effectively.
- Create opportunities for your personal development and increased financial awareness.

#### ***Training Methodology:***

This course is based on a practical case study requiring delegates to develop and manage a strategic corporate financial plan. As a result, it is highly participative with extensive use of practical examples, case studies,

exercises and discussion sessions to ensure the development of transferable skills as well as knowledge and understanding. It will enable delegates to make and justify finance decisions, prepare and manage budgets, minimise risk and evaluate performance. In addition, delegates will receive a detailed set of material in both hard and soft format enabling them to review/use the topics covered at a later date.

***Organisational Impact:***

- Delegates will develop a set of transferable skills which will improve their powers of financial planning helping the company to increase profit, improve cash flow whilst minimizing costs and risk
- The new skills will help them to make more informed and hence better management decisions.
- Delegates will not only be able to analysis various business problems but will also be able to evaluate various courses of action and make sound recommendations for action using leading software.
- They will become more aware of the importance of effective planning, budgeting and forecasting making the capital budgeting process more cost effective.
- The use of practical case studies and illustrations of real companies will help delegates understand how to apply different planning, forecasting and analysis techniques in a work situation.
- The knowledge gained can be shared amongst other departments of the company to improve the financial culture of the entire organisation.

***Personal Impact:***

You will:

- Develop an understanding of today's major issues in international corporate finance and budgeting
- Develop your professional skills, powers of analysis, evaluation and decision-making.
- Be able to make more informed and hence better planning, budgeting and forecasting decisions using various models and software.
- Make improved finance and capital budgeting decisions, which will increase your importance to your organization.
- Be better placed to liaise effectively with other departments on matters of finance and budgeting
- Be able to identify areas in which they may be able to contribute to improvements in the financial performance of your company which will help improve your career development.

**Program Outline:**

**Day 1: Corporate Financial Planning**

1. Strategic Planning.
2. The Objective of the Firm – meeting Shareholder & Stakeholder Objectives.
3. Agency Theory – the relationship between Shareholders & Management.

4. Creative Accounting and the Case of Enron.
5. Financial Management & Financial Planning – the Scope, Role & Responsibilities of Financial Management.

## **Day 2: Financing the Plan**

1. Sources of Finance – Long Term & Short Term and Evaluation of the Types of Finance (*Equity Finance, Debt Finance, Hybrid Finance & Financial Engineering*).
2. The Dividend Decision and The Cost of Capital.
3. Weighted Average Cost of Capital (WACC) and Capital Asset Pricing Model (CAPM).
4. Payback, Accounting Rate of Return (ARR), Net Present Value (NPV), Internal Rate of Return (IRR).
5. Capital Investment Appraisal and Capital Rationing.

## **Day 3: Preparing & Managing Budgets to support the Financial Plans**

1. Definition of Budgets and The Budgetary Process.
2. Types of Budgets (*Fixed, Flexible, Incremental, Zero Based, Activity Based Budgets*).
3. Activity Based Budgeting/Costing (ABB, ABC).
4. Variance Analysis, Cost Behaviour & Break-Even Analysis.
5. Sensitivity/What If Analysis and What-If Analysis combined with Du-Pont Analysis.

## **Day 4: Managing and Controlling Cashflow to support the Financial Plan**

1. Cash versus Profit and The Cash Conversion Cycle.
2. Calculating and Managing the Cashflow Cycle, Cash Flow Ratios and Working Capital.
3. The Cost of Maintaining Working Capital and Maintaining the Optimum level of Working Capital.
4. Working Investment Ratios.
5. Preparing a Monthly Cash Flow Forecast.

## **Day 5: Managing Financial Risk**

1. Risk Management and Types of Risk.
2. Identifying Risk – SWOT Analysis and The Major Quantitative & Qualitative Risks Facing Companies.
3. Financial Risk Management & Hedging Techniques.
4. Managing Exchange Rate & Interest Rate Risk.
5. Derivatives (Forwards, Futures, Options, Swaps).