

## **Day 1**

### Corporate Financial Planning

- Strategic Planning
- The Objective of the Firm – *Meeting Shareholder & Stakeholder Objectives*
- Agency Theory – *The Relationship between Shareholders & Management*
- Creative Accounting and the Case of Enron
- Financial Management & Financial Planning – *The Scope, Role & Responsibilities of Financial Management*
- Preparing a Financial Plan – *The Master Budget*
- Forecasting Future Cash-flows and Financial Modelling
- Time Series Analysis, Correlation & Regression

## **Day 2**

### Financing the Plan

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

## **Day 3**

### Preparing & Managing Budgets to Support the Financial Plans

- Definition of Budgets, the Budgetary Process and Budgetary Control
- Types of Budgets-Fixed, Flexible, Incremental and Zero Based
- The Purpose / Benefits & Problems / Limitations of Budgets
- Setting / Implementing Effective Budgets - Eliminating the Problems

- Responsibility Accounting and Absorption Costing
- Activity-Based Budgeting / Costing (ABB, ABC)
- Variance Analysis, Cost Behaviour, Break Even Analysis & Sensitivity / What If Analysis
- What-If Analysis combined with Du-Pont Analysis

#### **Day 4**

##### Managing and Controlling Cash Flow to Support the Financial Plan

- Cash vs. Profit & The Cash Conversion Cycle
- Calculating and Managing the Cash flow Cycle
- Cash Flow Ratios
- Working Capital
- The Cost of Maintaining Working Capital
- Maintaining the Optimum Level of Working Capital
- Working Investment Ratios
- Preparing a Monthly Cash Flow Forecast

#### **Day 5**

##### Managing Financial Risk

- Risk Management & Types of Risk
- Identifying Risk – *SWOT Analysis*
- The Major Quantitative & Qualitative Risks Facing Companies
- Establishing a Risk Management Strategy
- Financial Risk Management & Hedging Techniques
- Managing Exchange Rate & Interest Rate Risk
- Derivatives-Forwards, Futures, Options & Swaps
- Risk Management Glossary of Terms