KOENIG
step forward

**7-Day | 56-Hour Master Training Program – Table of Contents**

**(With Hour Allocation, Module-Wise Breakdown & Participant Interest Priority)**

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**Day 1 (8 Hours): Basic to Intermediate Excel + Data Foundations**

**Module 1: Excel Essentials & Data Handling (8 hours)**

- Understanding Excel Interface & Ribbon
- Keyboard Shortcuts for speed working
- Cell freezing, formatting rules, number formatting, font formatting
- Paste Special, Text-to-Columns, Flash Fill
- Sorting, Filtering & Data Validation (basic to nested)
- Basic Functions Recap: SUM, AVERAGE, COUNT, COUNTA, IF, AND, OR, XOR, Nested IFs
- Lookup Family (VLOOKUP, HLOOKUP, XLOOKUP, INDEX + MATCH)
- Text Functions (LEFT, RIGHT, MID, PROPER, TRIM, FIND, SEARCH, SUBSTITUTE, REPLACE)
- Conditional Formatting: Rules, Icons, Formulas-based CF
- Tables & Dynamic Arrays (UNIQUE, FILTER, SORT, SEQUENCE, RANDARRAY)

**Outcome: Participant becomes fast and accurate with structured data handling.**

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**Day 2 (8 Hours): Advanced Excel + Dashboards**

**Module 2: Advanced Excel & Dashboarding (8 hours)**

- SUMIFS, COUNTIFS, OFFSET, INDIRECT, CONCAT, TEXTJOIN
- What-If Analysis: Goal Seek, Data Table (Sensitivity), Scenario Manager
- Pivot Tables, Pivot Charts, Slicers, Calculated Fields
- Charting Mastery (Bar, Waterfall, Pareto, Combo, Scatter, Histogram, Sparklines, Football Chart, Stacked Column)
- Sensitivity Analysis using Data Tables
- Dynamic Dashboards (Hands-on Build)
- Intro to Macros — Recording & Automating Repetitive Tasks

**Outcome: Fully dynamic dashboard + 100% Advanced Excel confidence.**

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**Day 3 (8 Hours): Finance & Ratios for Modelling**

**Module 3: Accounting + Statements + Ratios (8 hours)**
**(A) Accounting & Statements**

- **Principles: Accrual, Double Entry, Prudence, Going Concern, Disclosure, Matching, Historical Cost, Entity Concept**
- **Income Statement, Balance Sheet, Cash Flow — Format + Interlinkages**
- **Cash Flow Types, Working Capital, Equity, Comprehensive Income**
- **Annual Report + MD&A reading (mini case)**

**(B) Ratio & KPI Analysis**

- **Activity, Liquidity, Solvency, Profitability, Valuation Ratios**
- **EPS, Diluted EPS, DuPont 3-stage & 5-stage**
- **Benchmarking vs Peers (Case)**

**Outcome: Participant builds financial understanding required for modelling.**

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**Day 4 (8 Hours): Financial Modelling – Core Model**

**Module 4: Technical Financial Modelling (8 hours)**

- **Structure of a Financial Model (Sheets & Flow)**
- **Revenue & Cost Driver Modelling (across industries – E-Com, Subscription, Real Estate, Auto, Utility, Conglomerate)**
- **Forecasting P&L, Balance Sheet, Cash Flow**
- **Depreciation, Equity, Debt & Working Capital Schedules**
- **Scenario Building: INDEX + CHOOSE + Scenario Manager**
- **Error checks, flags & best practices (color coding, consistency, checks)**

**Outcome: A full 3-statement integrated financial model (scratch to completion).**

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**Day 5 (8 Hours): Business Valuation – DCF, Relative & NAV**

**Module 5: Valuation Mastery (8 hours)**
**Relative / Comps Valuation**

- **EV, Equity Value, Multiples (P/E, EV/EBITDA, EV/Sales, P/B, P/CF)**
- **GPC vs GTM Method, Control Premium, LTM vs NTM**

**DCF Valuation**

- **FCFF vs FCFE, WACC, CAPM, Risk Premiums (ERP, CRP, SSRP, CSRP)**
- **Terminal Value – Perpetuity, Exit Multiple, H-model**
- **Mid-period Adjustment, Sensitivity**

**NAV Method**

- **NAV Use Cases & Computation**

**Outcome: Participant performs full DCF & Relative valuation independently.**

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**Day 6 (8 Hours): M&A + LBO + Advanced Modelling**

**Module 6: M&A + LBO Modelling (8 hours)**

- **M&A Concepts – Accretion/Dilution, Synergies (Operating & Financial)**
- **Pro Forma Financials, EPS Sensitivity**
- **Sources & Uses, Goodwill, Purchase Price Allocation**
- **LBO Concepts – Assumptions, Debt tranches, Cash Waterfall, IRR & MOIC**
- **LBO & M&A Case Modelling (Hands-on)**

**Outcome: Participant builds a real M&A + LBO model with sensitivity.**

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**Day 7 (8 Hours): Stakeholder, Negotiation, Personal Branding & Final Model**

**Module 7: Stakeholder & Negotiation (4 hours)**

- **Stakeholder lifecycle, communication, alignment & conflict handling**
- **Negotiation strategies & overcoming deadlocks**
- **Role plays (Boardroom & Client Negotiation scenarios)**

**Module 8: Personal Brand & Presentation (2 hours)**

- **Elevator Pitch, Executive Presence, Power Messaging**
- **Influencing without authority**
- **Presenting models to CXOs & Investors**

**Module 9: Final Capstone + Presentation (2 hours)**

- **Live Case – Build → Value → Recommend ("Buy / Sell / Acquire")**
- **Final Presentation (like Analysts do for PE/IB)**