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Finance for Non-Financial Managers

Understand the financial-decision frameworks in both the Public and Private Sector

For the full details about this workshop and for online bookings go to www.ees.co.za



Objectives

- ◆ To provide professional education to business managers to enable them to interpret and analyse financial reports prepared by accountants.
- ◆ To improve the decision-making ability of business managers through an understanding of these financial reports and to select or create the relevant internal and external information applicable to the decision(s) at hand.

The topics covered are:

- ◆ Types of business entities
- ◆ Understanding the Balance sheet, Income Statement and Cashflow Statement
- ◆ Ratio analysis and interpretation of the financial statements
- ◆ Management of Working Capital
- ◆ Cost and Revenue Structures and Business Profitability
- ◆ Introduction to Budgeting and Profit planning
- ◆ Net Present Value and Capital Budgeting techniques

Quotes from previous Finance for Non-Financial Managers Workshops

"The workshop was most insightful and informative." *Lwazi Kunene, Royal Swaziland Sugar Corporation*

"I appreciated the real-life scenarios adaptable to the department!" *Jack Mithilini, Department of Education*

"I liked the way the presenters presented - fun, not boring!" *Malcolm Clingham, Brinks Southern Africa*

"Good lecturers who know their subject very well. Answered questions well." *Marius Smit, Robor Tube*

"Brilliant intro to finance fro non-financial managers. Interactive session. Great interpersonal skills by facilitators." *Attendee*

"The open discussion was positive. The workshop unpacked the new ideas and terminology used in accounting. It provided me with an improved understanding of the numbers that so often land on my desk." *Sipho Nkambule, Ubombo Sugar*

"The interaction was fantastic, making a wonderful relationship to our current businesses. The knowledge imparted was enormous. Very excited to apply my knowledge to our own business." *Jo-Anne Porter, Emperor Foods*

"Good/excellent presenters." *Dirk Smit, Davies Diagnostics*

"Presentations and material were excellent, as well as the lectures." *Lukani Thenga, UNISA Foundation & Alumni Relations*

About your expert presenter

GREG DALTON is a senior lecturer in Financial Management at the Unisa Graduate School of Business Leadership. He has also taught in programmes such as the Executive Development Programme and the e-Finance module of the E-Commerce Programme. As a qualified Chartered Accountant, he is a member of the South African Institute of Chartered Accountants. Greg is also a tutor for the Open University MBA - Financial Strategy module. As an experienced training facilitator focusing on the public and private sector, Greg has presented financial training courses to various government, public sector companies and the private sector. He has also had previous work as a senior financial executive and has presented several courses on "Corporate Social Responsibility". Greg's current research interest is "Risk Management in the Game Ranch Industry of South Africa" and "The impact of IFRS on Shareholder Value Creation."

Day 1

08h30-08h45: Introduction and overview

Effective financial management is an essential tool to ensure that the company meets its objective of Shareholder Wealth maximisation.

08h45-09h30: Generally Accepted Accounting Practice

09h35-10h15: Understanding the Language of Accounting

An introduction to accounting processes, transactions and concepts as an entity's financial statements are the end product of these processes.

10h15-10h35: TEA

10h35-11h30: Forms of business Ownership and Organisation

The different types of business organisations in South Africa.

11h35-12h45: Understanding Financial Statements

Be able to read and understand Financial Statements.

12h45-13h45: LUNCH

13h50-15h00: Financial Analysis and Ratios

The importance of financial analysis to ensure that service delivery remains the main item on the company's agenda.

15h00-15h15: TEA

15h15-16h15: Case Studies in Financial Analysis

16h15: END OF DAY ONE

Day 2

08h30-10h15: Cost and Revenue Structures and Business Profitability

In this section different cost structures will be explored in order to assess the flexibility of the business to improve their financial positions over the medium to long term.

10h15: TEA

10h40-11h15: Cost and Revenue Structures and Business Profitability (Cont)

11h20-12h45: Introduction to Budgeting and Profit Planning

How will the business acquire, finance and distribute the required resources to achieve the profit expectations of the owners of the business.

12h45-13h45: LUNCH

13h50-15h00: Management of Working Capital

Working capital will be defined and explained in relation to solvency, overtrading and profitability.

15h00-15h15: TEA

15h15-16h15: Net Present Value and Capital Budgeting

Understand the process of planning for justifying Infrastructure development.

16h15: END OF DAY TWO