



21ST & 22ND MARCH



PSTD



Pakistan Society for
Training & Development

FINANCE FOR NON-FINANCE

(GAME BASED)

WITH ALY REHAN

INTRODUCTION

Accounting and Finance concepts are quite challenging for Non-Finance Professionals to understand and apply in their daily work life. The rocket science of numbers and their interpretation as useable data need sufficient knowledge of concepts and principles. As a training company, we believe that the best way to make these concepts understand in simplest possible way is by adopting "Learning by Doing Approach". Entire training program revolves around a 'Simulation Board Game' called "Fintellect" which encompasses all relevant accounting and finance areas of learning.

LEARNING METHODOLOGY

- ✓ Case Study
- ✓ Exercises
- ✓ Facilitators
- ✓ Presentation
- ✓ Participant Manual
- ✓ Learning Cards

 38,500 + ST



CLASSROOM



09:00 AM
TO 05:00 PM



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TRAINING OUTLINE

The Rocket Science of Accounting

- ✓ Accounting Fundamentals & Principles
- ✓ Double Entry Accounting, ledgers & Books
- ✓ Income Statement, Balance Sheet & Cash Flows
- ✓ Cash vs. Accrual Accounting, Business Dilemma

Business Model Review

- ✓ Know your Business – Analysis & Analytics
- ✓ Comparative Financial Statements & Business Reports
- ✓ Ratios – Liquidity, Profitability & Solvency
- ✓ Capital Structure, Debt, Equity & Covenants

Formulate Business Plan

- ✓ Budgeting, Forecasting & Financial Plan
- ✓ Working Capital Cycle Review
- ✓ Control the Mad King – Cash
- ✓ Reign Receivable, Credit Sales, Creditors & Expenses

Business Cycle – Quarter 1

- ✓ Learn Accruals & Prepayments
- ✓ Capex vs. Opex, Buy vs. Lease
- ✓ EOQ & Inventory Management
- ✓ Deal with Challenging Debtors
- ✓ Prepare Quarterly Financial Statements

Business Cycle – Quarter 2

- ✓ Business Performance Review
- ✓ Stretch Arms – Manage Sales & Procurement
- ✓ Review Debtors Performance & Recovery Strategy
- ✓ Strategize liquidity & Inventory Management
- ✓ Prepare Half Yearly Financial Statements

Business Cycle – Quarter 3

- ✓ Manage Competitors, Pricing & Cost
- ✓ Ensure Breakeven, Review Customer & Product Profitability
- ✓ Avoid slowdown, Stretch Working Capital Cycle
- ✓ Deal with Challenging Sales, Vendors & Regulatory Issues
- ✓ Prepare Quarterly Financial Statements

Business Cycle – Quarter 4

- ✓ Learn Project Appraisal Techniques – TVM Concept
- ✓ Diversify, Divest & Spin off
- ✓ Acquire Subsidiaries & Equity Interest
- ✓ Learn Economic Value Addition (EVA)
- ✓ Prepare Yearly Financial Statements

TRAINING OUTCOME

Finance & Accounting Knowledge

Thorough understanding of business analysis, operational and tactical challenges, cost & pricing structures, customer & product profitability analysis and ability to read and understand financial statements.

Business Acumen

How to run business efficiently through synchronizing sales, purchases, cash flows, debtors, creditors. Managing challenges like increasing cost, shrinking margins, discount offers and creating strategies to boost sales.

Performance Analysis

Setting financial and non-financial targets, KPIs, Financial Thresholds, managing covenants and measures to achieve profitability targets.

Financial Management

Understanding project evaluation techniques, Time value of money concepts, capital structuring, cost of capital & EVA, sources and uses of funds, acquisition & divestments etc.

Team Work

Team coherence, consultation and collective decision making is the essence of game. Managing differences, storming & norming, leadership challenges and owning failures and mistakes creates an unforgettable journey of teamwork.



TRAINING STORY

1. How it starts

Participants divided into teams get a business entity to run with detailed information about its products, customers, business performance, costs, pricing structure, market share and growth, critical success factors (CSF) and KPIs along with last three years comparative financial statements.

2. Business Review

Teams review business performance, working capital, cash flows, receivables and collections, creditors, product mix, sales forecasts & projections, inventory management, debtors & creditors limits, management intentions, efficiency and strategy to run business.

3. Creating Business Plan

Creating Business Plan Once business model is understood, teams formulate business plan, re-set KPIs, revisit strategies and create a 'What to Do' and 'What to Avoid' list.

4. Set the Board

Its time to set the board. All available business details are transferred to board from where all future business will be transacted.

5. Game Rules

Game comprises of twelve business cycles representing each month in a calendar year with preparation of financial reports and statements on quarterly, half yearly and yearly basis. A transaction once rejected cannot be taken back, cannot act retrospectively.

6. How it Works

Game toolkit comprises of Game board, participant manual, activity cards and currency coins.

Who Should Attend

This course is considered essential for all non-finance professionals working in areas of Supply Chain, Procurement, Sales, Marketing, Information Technology, Administration and Human Resources. It is highly recommended for all those professionals in the management hierarchy who have significant responsibility for performance management and impact the financials and profitability of the company



TRAINER PROFILE

Aly Rehan is diversified trainer with over 100+ training in the field of Finance, Design Thinking, Project Management, Agile, Value Engineering, DRP/BCP, HR & Soft Skills. Expert facilitator and corporate trainer with 15+ years of experience in designing programs, content development, facilitating organizational development workshops in finance, design thinking, BPR, Project Management etc. Expert in design learning using gamification, simulation and high degree of customization. Conducting Corporate training using self designed techniques like board games, jigsaw puzzles, Wall boards, Story Boards, Behavioral Assessments etc. Enriched career in Banking, Construction, Ports & Shipping, Financial & Management Consulting and engagement with top global companies in the field of training and instructional design across Middle East & United States. Founded 'Fintellect' Design Learning Company in 2014 and designed and delivered hundreds of training programs under its banner. Conducted over 100+ training programs, trained over 2,000 professionals of top multinational companies across the globe. 'Customer Journey Mapping' Simulation for Emirati Development Program and conducted online program with team simultaneously from UK, USA & UAE. Trained companies such as HSBC Middle East, Ghobash Group UAE, Al-Batha Group Middle East, Roche Middle East, Emirates NBD, DU Telecom, ADNOC, Saudi Aramco, EXCEED IT UAE, Bakers Tilly KSA.

