

Training Workshop

Price Range : S\$2,850 - S\$3,295

Financial Controller's Intensive Programme

What makes a leading edge finance team?

What focus, skills and techniques will best practice finance teams be using by 2012?

Conducted as a highly successful and popular series since 2005 in Australia, these workshops are filled with the latest strategic business management techniques that help transform a backward looking scorekeeper accounting function to a proactive preemptive decision support team that anticipates and predicts, then assists management to create that future.

Get a fresh perspective with the latest thinking, practical tips and techniques for positioning the Finance team as a strategic partner to and in the senior management team.

Reassess the focus on the conformance aspects of control-ership and set a new path for greater focus on the performance aspects of value adding and improving organisation results through better resource utilisation and skills.

"Very good, focused and good pace moving from concept to practicality." - S. Patel, Regional Financial Controller -

"Broad and deep subject matters delivered at a good pace."
- A. Olding, Finance Director -

"John is an excellent speaker and he has vast knowledge on these areas. This workshop is an eye opener!"
- S. O. Hashim, Financial Controller -

- DAY 1 -

Introduction CFO 2012

Skills & Techniques: Reengineering the CFO team

Attendees would be introduced to the role of the CFO in 2012. Explore in depth the 23 strategic business management tools and techniques that can be used to make the finance team more focused and ensure that they are able to be proactive. The theme of the first session covers the emerging IFAC 'Enterprise Governance model - Getting the Balance Right' as finance teams focus more towards performance rather than conformance.

Areas to be explored include:

- The role of strategic planning and how to involve finance
- The new budgeting/forecasting approach
- The developing hierarchies of business performance management and reporting
- Better cost management approaches to use

CFO as Corporate Strategist - latest strategic planning and corporate positioning tools and techniques

The findings of the IFAC PAIB CFO 2010 research concluded the CFO of the future as the Chief Strategist of the organisation, the real strategist behind the board's plans. This workshop focuses on the tools and techniques for the CFO to achieve this position.

- The Blue/Red Ocean strategy approach and how to adapt this to your organisation's strategic position and business plan
- Review the 'Visioning Tomorrow Today' strategic planning techniques and its applicability to your organization
- A 2 X 2 SWOT Analysis and 3 X 3 SWOT action plan to develop 10 strategic programs for your business going forward
- How to prepare a strategic scorecard and operational scorecard for your business
- Learn how the strategic scorecard and strategic plan can be integrated and operationalised.
- Develop your organisation's 'Plan on a Page'

- DAY 2 -

Budgeting, Forecasting and Management Reporting Practices

Budgeting for periods past the current year and updating them for important subsequent events are now a common place, as is the technology to facilitate this. Best practice is now Day 1 monthly performance reporting, quarterly major reviews and much focused KPI based metrics.

This session focuses attendees on:

- How to revisit your current budget model
- How to consider how to 'sell' and then adopt a rolling quarterly forecast (RQF) model for upstream and downstream reporting
- The focus on improved daily and weekly performance reporting to control performance and yet achieve a more strategic positioning
- The techniques to regularly report at DAY 1 end of month

Measures that Matter – Business Performance Metrics and Reporting

Be introduced to the 'Measures That Matter' Research findings and its consequences for your organisations external and internal reporting frameworks.

Consider the application of:

- The 'Measures That Matter' research findings to the organisation
- The Balanced Scorecard and other Non-Financial Indicator models in your organisation
- View over 30 scorecards, dashboards or flash reports
- Develop your organisation's Business Card Report and then a 'Report on a Page' (ROAP)

- DAY 3 -

Strategic Revenue Management and Strategic Cost Management

The CFO of the future has a role in being a revenue supporter through creating and expanding the right business decisions and monitoring the costs and there are various tools that can be used to conduct this.

Consider:

The practical application of the following strategic revenue techniques:

- Strategic pricing
- Target pricing
- Product life cycle pricing
- Premium pricing: when to discount and when not
- Customer profitability analysis – managing the customer from hell

The latest effective cost and discretionary expense control and management tools including:

- Expense reduction analysis
- Overhead valuation analysis
- Service level agreements
- Update on the tools for cost management traditionally used by the CFO

Sustainability Management & Reporting

Sustainability is no longer a 'feel-good' marketing exercise but is rapidly becoming a compelling corporate 'license to operate' issue or imperative.

IFAC is moving towards an accounting requirement on the reporting of an organisation's sustainability initiatives: the measurement, management and reporting of your organisations position and commitment to sustainability is becoming a major risk management issue.

Explore in detail:

- The Sustainability debate and Sustainability journey so far?
- The latest Sustainability reporting models including the GRI G3 Model
- How to incorporate the external and internal accountability from the triple bottom line measures
- Develop your organisations TBL framework and select the measures to report

Risk Management

Visit the new role for the CFO team, the CFO as the CRO (Chief Risk Officer). View the new tools for the CFO to take charge of risk assessment and risk mitigation including:

- Real option theory and use of strategic predictive analysis
- Scenario planning and sensitivity analysis as a risk management tool
- Other management approaches to risk management and risk mitigation

Benefits of Attending

This series of workshops provides participants with a combination of concepts and practical application using case studies. Attendees will learn the 'what' and 'why' and then 'how' to effect these change management repositioning of the finance team.

Participants will also be able to identify and appreciate the change management techniques that have worked for leading edge transforming finance teams.

Who should attend?

- CFO - Current and Pending
- Business Analysts
- Financial Controllers
- Divisional Controllers
- Finance Managers
- Management Accountants

About FP Consultants International Pte Ltd (FPCI)

FP Consultants International Pte Ltd (FPCI) is the exclusive Asia partner of US-based SOX and GRC Institute; sole training partner of IE Singapore's FTA Certificate Programme; Asia Pacific licensee of Sweden-based Celemi Business Simulation Solutions; Registered CPD Training Provider of UK-based ACCA; Accredited Training Provider of UK-based CISI.

FPCI provides public training and customised in-house programmes and has successfully brought our unique training workshops to other cities in Asia Pacific including Malaysia, Hong Kong, Australia, China, India, Thailand, UAE, etc.

Our unique strength lies in our underlying core value of embracing innovation and technology to provide a holistic and accelerated learning experience which consistently delivers the expected learning outcomes for our clients, through use of our proprietary and interactive game-based learning tools and experiential approaches.

Email: info@fp-consultants.com | Tel: [65] 67490313



ACRA No: 200009733/W



FP Consultants International Pte Ltd
10 Ubi Crescent, #01-41 Ubi Techpark
Singapore 408564

www.fp-consultants.com