

# FINANCE FOR EXECUTIVES

Duration: 4 days

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Executives with responsibility for results are constantly making significant financial decisions. They base their decisions on financial statements, profit and loss accounts, financing portfolios, cash-flow and corporate value calculations, performance figure systems, controlling reports, etc.

Many board members, managing directors, profit center heads and other managers with result responsibility and a professional career with technical background or in fields such as development, production, marketing, sales or politics would like to hone their financial skills.

This «Finance Management for Executives» seminar addresses the executive perspective and comprehensively covers all major aspects of financial management.

## PARTICIPANTS

- Executives with result responsibility not being specialists in finance
- Executives, board members, business unit heads and profit center heads who are involved in financial decision making

## TOPICS

### Strategic Decisions and Consequences on Financial Management

- Product line extension and cost structure
- Financing of strategic options
- Outsourcing and capital turnover
- Focusing on core businesses and impact on cash-flow

### Significance of the Annual Report

- How are financial statements and profit and loss statements analyzed and interpreted?
- Which performance figures lead to what kind of interpretations? Where are the limits of their significance?

### Dealing with Banks and Financial Analysts

- How do bankers assess credit-worthiness of their customers?
- Rating criteria of financial analysts for the assessment of listed companies

### Financing Strategies

- Future-oriented financial engineering and alternative financing strategies

### Increasing Enterprise Value

- Value increase through a shareholder value concept
- EVA and MVA: Figures for the assessment of enterprise value
- Targeted use of value generators

### Calculation of Enterprise Value

- Intrinsic value, earnings value and hybrid calculations
- Discounted cash-flow analysis (DCA)
- Prizing with examples from the business practice

### Management Information Systems

- Financial information and performance figures for executives
- The fact-book used as management tool
- Options for strategic and operative financial management

## SESSIONS

**7014-E** 17.–20.06.2024  
Davos

**7024-E** 18.–21.11.2024  
Davos

## Program Fees

CHF 5900.–\*  
(plus 8.1% VAT)

\* Invoicing in EUR possible (subject to daily exchange rates).

## REGISTRATION, ADMINISTRATION AND ORGANIZATION

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Our paramount goal is to provide top of mind, holistic and practical management knowledge.

If possible, the content and structure of the seminar is adapted to a certain degree to the specific interests and backgrounds of the participants to foster the transfer of the provided concepts and methods into practice.

Our seminars in management education are structured as standalone modules that allow topic specific combinations. This facilitates the option to customize the programs to the individual needs of our clients.

We will gladly explain the advantages of this concept and advise you on the selection of the optimal program for you.

The following administrative references allow for a smooth process of your registration. We gladly assist you in any queries

### Certificate

After your attendance of the seminar/ completion of a program, you will receive a certificate on the last course day.

### Fees and Accommodations

Seminar fees include the cost of the seminar and the seminar materials (plus 8.1% VAT for seminars in Switzerland). Seminars outside of Switzerland are taxed according to local regulations. Not included are all hotel costs of the participant including room and board, directly payable at the hotel. Multipart seminars can be booked only as a whole. Missed seminar days or seminar parts cannot be made up at a later date (Exceptions may apply). Seminar and diploma fees are invoiced in Swiss Francs (CHF). Upon request, payment in EURO (EUR) is possible at the daily currency exchange rate.

### Change of Registration / Cancellation

Changes of registration from one seminar or diploma program to another are possible only up to 6 weeks before the start of the seminar at the cost of a CHF 400 change of reservation fee.

Cancellations are free up to 3 months before the start of a seminar or diploma program. Registered participants who cancel their registration between 3

months and 6 weeks before the start of a seminar will incur a charge of 40% of the respective seminar or diploma fee. Registered participants who cancel their registration within 30 working days of the start of the seminar or diploma program will be charged the full fee.

We recommend that participants take out cancellation insurance to cover the above seminar cancellation costs in case of illness or other unforeseen circumstances.

With your registration you accept the General Terms and Conditions of the SGMI Management Institut St. Gallen AG. For further information please go to [www.smp.ch/en/tc](http://www.smp.ch/en/tc)

### Hotel

Seminars are usually organized in hotels. You hereby benefit from a reasonably priced fixed rate. However, you are free to select your own accommodation. In any case, a daily flat rate is to be paid directly to the hotel. With the registration confirmation you will receive detailed hotel information and a room reservation sheet, which you should fill out and return to us immediately. We will then take care of the hotel reservation on your behalf. The hotel will then invoice you individually on departure.

## REGISTRATION

We welcome your registration.

Please register using the form on the corresponding product website at [www.smp.ch](http://www.smp.ch) or by e-mail to [seminare@smp.ch](mailto:seminare@smp.ch) with the corresponding product information. Thank you very much.

Registrations will be considered on a first-come, first-served basis. If there are no more places available for a seminar, you will be informed immediately. Partial attendance of multi-part programs is possible on individual basis.

We reserve the right to make minor changes to the program, provided that they are beneficial to the success of the seminar.

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