

# FINANCIAL MANAGEMENT & CONTROLLING

Duration: 4 days

20

This seminar was specifically designed for non-financial specialists intending to fill the gap with an intensive training on financial subjects:

- Understanding the correlation of finance and accounting.
- Knowing how to interpret and apply the essential tools of finance and accounting.
- Competently recognizing personal responsibilities of financial planning, financial management and controlling.
- Constantly optimizing the quality of decision-making with appropriate evaluations and interpretations of performance figures.

After this course, participants know which tools and performance figure systems deliver reliable data to analyze the current situation and the development of an organization, and what opportunities and threats the business faces. They are able to analyze financial statements, profit and loss accounts, cash flow statements, cost statements, budgets, calculations and controlling data, and they can transfer these insights into their respective field of responsibility.

## PARTICIPANTS

- Executives, not having in-dept insight in finance and accounting
- Executives, business unit and division heads
- Profit center heads and project managers, acquiring more in-dept knowledge in finance and controlling

## TOPICS

### The Concept of Financial Management

- The role of financial management in integrated management
- Financial management for growth, liquidity and profitability
- Consequences of shareholder value concepts for financial management

### Components of Finance and Accounting

- Financial statement and profit and loss statement
- Cash-flow statement and management of liquidity
- Cash-flow, profit and profitability
- Cost accounting and cost management
- Contribution margin accounting
- Calculations and prizing
- Investment policy

### Financial Planning and Financial Management

- Profit planning and profit management
- Risk analysis with break-even models
- Correct budgeting
- From costing to profit center accounting
- Financial assessment of outsourcing and make-or-buy decisions
- Measures to reach profitability goals
- Transfer of management success to financial statements and financial planning

### Controlling

- Management by performance figures
- Management accounting
- Budget/result comparison and deviation analysis
- Early warning systems
- Collaboration of management and controller
- Active management of results and profits

## SESSIONS

- 7124-E 07.–10.10.2024  
Luzern
- 7115-E 20.–23.05.2025  
Frankfurt, DE
- 7125-E 06.–09.10.2025  
St. Gallen

### Program Fees

CHF 4500.–\*  
(plus 8.1% VAT)\*\*

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

\*\* country-specific VAT for seminars outside of Switzerland.

# REGISTRATION, ADMINISTRATION AND ORGANIZATION

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.

## SMP

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