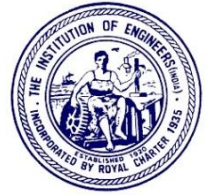




**ESCI**

# Engineering Staff College of India

Autonomous Organ of The Institution of Engineers (India)  
Old Bombay Road, Gachibowli, Hyderabad – 500 032.TS, India



**Management and Technology Division**

Continuing Professional Development Programme on

## Managing Finance, Assets and Risk

05 - 07 September 2018



(An ISO 9001:2015 Certified, AICTE & CEA Recognized Institution)

**Centre for Promotion of Professional Excellence**

## INTRODUCTION

Financial management refers to the efficient and effective management of funds so as to accomplish the objectives of the organization. It is a specialized function directly associated with the top management. The growth of an organization depends upon intelligent deployment of funds into both fixed (tangible and intangible) and current assets.

Fixed Assets determine the **PROFITABILITY** of a company in the long-run. This is because the physical assets like Plant & Machinery, Land & Buildings, Furniture & Fixtures, etc need to be utilized optimally to generate revenues for the organization. On the contrary, Current Assets determine the **LIQUIDITY** of a company. This is because of the fact that the magnitude of Receivables, Inventories, Cash, and Payables decide whether we will survive or not in the short-run. Some organizations are asset-rich but not liquid enough to survive and thrive. Managing assets is critical for all kinds of companies be it in the manufacturing or service sectors.

As **PROFITABILITY** and **LIQUIDITY** are two sides of the same coin, one can decrease at the cost of the other. The art of finance is to strike an appropriate balance between:

- Short-run Vs Long-run
- Fixed Assets Vs Current Assets
- Profitability Vs Liquidity

The major challenge for a finance manager is exposure to RISK while doing this balancing act. Risk is the probability of occurrence of a negative event. But Risk is a mix of both DANGER and OPPORTUNITY. A well informed finance manager takes calculated risk by assessing the downside risk and comparing it with the upward potential.

This training course will consider the key risks that organizations face in today's VUCA (Volatile, Uncertain, Complex and Ambiguous) environment. Effective risk management is of vital importance in the global business environment. The programme will explore how organizations may analyse, manage and mitigate/minimise their exposures to both business and financial risk. This training captures illustrations, exercises and case studies to ensure that delegates can relate their learning to real-world issues and problems.

## OBJECTIVE

To enable the participants to

- Analyze and interpret an organization's financial reports
- Use financial toolkit to analyze corporate performance
- Critically evaluate the impact on financial position
- Identify the impact of profit, cash flow and risk on capital investment projects and business valuations
- Analyze capital investment and financing decisions using appropriate discount rates by applying Payback, ARR, NPV, Discounted Payback, IRR and MIRR using Excel and provide recommendations for action
- Identify the key success factors/critical factors, investment opportunities and threats within their sector thereby preparing you for future challenges

## COURSE CONTENT

### 1. Analyzing Financial Reports

- Balance Sheet
- Profit & Loss
- Cash flow

### 2. Managing Assets

#### Fixed Assets

- Capital Budgeting / NPV/IRR Sensitivity Analysis

#### Current Assets

- Cash management / Receivables Management / Inventory Management / Payables Management

#### 4. Financial Markets

- Public Issue Management / Stock Exchanges / Financial Regulation

#### 5. Financial Risk Management

- Risk & Returns
- Business Risk
- Financial Risk

#### 6. Risk Management - various strategies

#### 7. Risk Based Audit

### METHODOLOGY

Methodology of the programme includes class room Sessions with Lecture/discussion with audio visual aid, benched marked video shows, Chalk & Talk sessions, group discussions, case studies, debates, sharing of experiences, etc. All the sessions will be interactive demanding active participation from all the members. CMI will be the main method of instruction.

### COURSE ADVISORS & RESOURCE PERSONS



**Dr. A. Srihari  
Krishna**  
Consultant  
ESCI



**Prof. Vinay Kumar  
Mahipal**  
CFO – RCI Logistics  
Private Limited  
Secunderabad,  
Telangana



**Mr. Ch. V. Sai  
Prasad**  
Joint Secretary  
Finance Dept.,  
Govt. of Telangana  
Hyderabad

### TARGET PARTICIPANTS

This programme is suitable for a wide range of personnel from companies, corporations and government and non-government organizations. In addition, professionals working in Finance, Accounting, Costing, Budgeting and planning departments. The programme will greatly benefit:

- Project Managers and other professionals.
- Managers and those with financial responsibilities.
- CFOs, Controllers and Treasurers responsible for the financial management of the organization.
- Financial decision-makers, whose techniques of decision-making and analysis will be improved through attendance.
- And any other managers who wish to improve, refresh and update their understanding of analysis of financial information, and application to effective decision-making.

### BENEFIT TO THE PARTICIPANTS

**By attending this Programme, participants will greatly improve their Financial Analytical skills and develop:**

- An ability to identify the correct treatment of accounting transactions and alternative methods used for the valuation of assets.
- Improved understanding of the language of finance and accounting.
- Increased awareness of the tools and techniques of financial analysis.
- An appreciation of the importance of cash flow versus profit.
- Greater confidence to tackle new situations.
- The ability to identify, analyse and manage risk and other problem areas.
- Use of financial analysis to evaluate organizational performance and identify problem areas.
- An exchange of ideas and knowledge with other professionals, and the increased confidence gained to be able to deal with new situations.

### PROGRAMME VENUE, DATES & TIMINGS

**Venue: Engineering Staff College of India (ESCI) Campus, Old Bombay Road, Gachibowli, Hyderabad. 500032. TS, India.**

**Dates : 05 – 07 September 2018**

## Timings

On the first day Registration will commence at 0900 h. On all other days the programme timings will be from 09.45-17.15 Hrs with breaks in between for tea and lunch.

## COURSE DIRECTOR



**Gp Capt (Retd) BS Phillora BE (ETC), AE (L), MMS (DS), M Phil, FIE**  
Dean of Studies ESCI &  
Sr. Faculty, Management & Technology Division, ESCI

## COURSE FEE

₹ 15,500/-(Residential Fee) per participant. Fee includes, course material, course kit, twin-sharing/single AC accommodation as per availability, breakfast, lunch, dinner, tea / coffee and snacks during the actual days of training programme.

## DISCOUNTS

- ❖ **Non-Residential Fee:** 10% discount on course fee is allowed for non-residential participants.
- ❖ **Group Discount:** Additional 10% discount for three or more participants, if sponsored by the same organization.

(All discounts are applicable only if fee is received at ESCI before the commencement of the programme.)

**Goods and Service Tax @ 18%** is to be paid extra over and above the training fee. PAN Card No AAATT3439Q; **GST No. 36AAATT3439Q1ZV.**(Under commercial training or coaching services).

Programme fee is to be paid in favour of "IE (I)-Engineering Staff College of India" in the form of demand draft payable at Hyderabad at par cheques payable at any Bank Branches.

Alternatively, the payment may be made by Electronic Fund Transfer (EFT) to ESCI - **SB A/c No.0432104000039631 with The IDBI Bank Ltd., Gachibowli Branch, Plot No. 2-53/2, JNIBF, IIIT Junction, Gachibowli, Hyderabad-500032 by RTG's/ NIFT / IFSC Code No: IBKL0000432. ESCI PAN No. is AAATT3439Q.** While using EFT/ Draft method of payment, kindly forward a covering letter giving details on the names of the participants, Title and the programme schedule so that proper accounting can be done.

## REGISTRATION

Online registration shall be available on ESCI website.([URL:www.escihyd.org](http://www.escihyd.org)) or Click Link: <http://www.escihyd.org/index.php/mt-upcoming-trainings>

To register, manually please send your nominations giving details of name, designation, contact address, email address, mobiles no, telephone and fax number of the participant along with the details of mode of payment of fee, addressed to:

### Head, Management & Technology Division

Engineering Staff College of India

Old Bombay Road, Gachibowli, Hyderabad 500 032, TS, India

**Phone:** Direct 040 6630 4111, 6630 4112, 6630 4105 & 66304128

**Fax :** 04066304103 & (91)4030995227

**Email:** [mt@escihyd.org](mailto:mt@escihyd.org),

### For Registration Please Contact:

Mr. LV Rao

Programme Manager,

Land line 040 66304105

Mob: 0 9949145865

## CERTIFICATION

A certificate of participation will be awarded to each participant on conclusion of the programme.

## GENERAL INSTRUCTIONS

- ESCI encourages participants to present case studies from their respective organizations.
- ESCI provides complimentary accommodation and boarding to the participants one day before commencement (Check-in 1200 h) and one day after conclusion (Check-out 1200 h) of the programme duration. Overstay charges will be applicable as per ESCI rules (subject to availability of accommodation).
- Well-developed Information Centre and Internet facilities are available to the participants.
- **Nominating authorities are requested to kindly send the contact details of the participants while sending their nomination letter. This will help us in making necessary administrative arrangement for them.**