

St. Gallen Finance Program

Sessions

Dates

St. Gallen Business School organizes each course and program several times a year. Dates see:

www.sgbs.com/e50

Location

Some courses take place in Switzerland, others in Germany or Austria.

Course fee, Duration

CHF 8'900.- excl. VAT, 4 + 4 days
Invoicing in Euro is possible, at the current daily rate.

Registration

Internet: www.sgbs.com/e50

E-Mail: seminars@sgbs.com

Phone: +41 71 225 40 80

Please note our General Terms & Conditions, see www.sgbs.com/terms

Concept

Taking on management responsibility and delivering results requires competence in dealing with all aspects of operational accounting and financial management.

Today, managers and specialists are expected to:

- translate strategic benchmarks and requirements into financially and cost-based targets and action plans,
- manage their area of responsibility in a results-oriented manner,
- make optimum use of management information relevant to decision-making,
- know exactly where which costs are incurred and why, and how these can be influenced, and
- be able to competently represent and assess investment proposals.

Acquiring solid and comprehensive specialist knowledge in these areas independently is often very time-consuming in day-to-day business. This is where the "St.Gallen Finance Course" can help.

Methodology/topic overview

Step by step, experienced instructors convey and train the overall system of financial management and the resulting individual questions from all areas of the company in a very practical, exciting and concrete way:

- **The financial management concept at a glance**
- **Financial Basics**
- **Investment and profitability analysis**
- **Cash management, financial engineering, shareholder value management**
- **Controlling**
- **Cost management**
- **Activity-based/process cost management**
- **Financial management in typical areas of responsibility**
- **Budgeting and planning**



Participants

In 7 days (two parts), the complex field of finance and accounting is dealt with comprehensively and systematically.

1. Line and staff managers who are already responsible for results, costs or sales, or will be in the foreseeable future.
2. Plant, division, department, production and group managers as well as company owners without in-depth, specialized financial knowledge.
3. Specialists from R&D, production, logistics, purchasing or employees of central departments.
4. Junior managers, junior bosses.
5. Natural scientists, engineers, technicians, lawyers, psychologists.

The finance course can also be used to refresh and update previously acquired knowledge.

Topics

The financial management concept at a glance

- Financial figures as a representation of company results
- The paradigm of synchronization of sales/volume, profit and costs
- Harmonization of objectives with regard to liquidity, profitability/security
- Quantifying corporate goals

Financial Basics

- Accounting principles
- The annual financial statements
- Balance sheet and income statement
- Problems of inventory valuation
- Break-even analyses
- Cash flow statement, cash flow
- Return on capital investment (ROI/ROCE)
- The ABC of corporate taxation

Investment and profitability analysis

- Methodology, types and applications in various industries
- Correctly justifying investment applications

- Make-or-buy, outsourcing versus insourcing
- Evaluating diversification projects financially

Cash Management, Shareholder Value Management

- How do you get a grip on liquidity?
- Funding and financing rules
- The shareholder value concept

Controlling

- Controlling key figures
- Example of an effective controlling system
- Development of early warning systems: Recognizing crises early
- Understanding controlling reports: One-page summaries

Cost management

- Concept and structure of modern cost and activity accounting: cost allocation methods and cost accounting systems, cost types, cost centers, cost objects, cost accounting sheets (BAB)
- Costing systems, unit costing

- Contribution margin accounting: partial versus full cost accounting, program optimization, flexible price floors, break-even point
- Target costing
- Cost planning and control
- Examples of cost accounting systems in the sales and production area

Financial management in typical areas of responsibility

- Cost and profit units: Budgeting, income statement and cost control
- Project, product, service and market responsibility accounting
- Management through target/actual comparisons, dealing with deviations
- The management success report
- Presenting results and decisions correctly, justifying them and presenting the economic consequences

Budgeting and planning

- Budget types and budget structure: Lean and fast budgeting
- The budgeting process: best practices

Enrollment Form

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CH-9000 St. Gallen
Switzerland

Phone +41 71 225 40 80

Internet www.sgbs.com

e-mail seminars@sgbs.com

Seminar-Name

Seminar-Number, Seminar-Date

First Name, Family Name

Company

Address

Country, ZIP-Code, City

Business type, number of employees

Telephone

e-mail

Job title

Date of Birth

Date

Signature

JPE 25

Enrollment

Terms & Conditions for Seminars and Programs

Registration

We are happy to accept your registration or application for a management seminar or program by email, post or internet.

After receiving your registration, we will send you:

- confirmation of your registration with invoice
- information on the schedule, hotel/conference center and arrival
- the room reservation form for your hotel booking

If the seminar is already fully booked, you will be informed immediately.

Information about the seminar hotels

Further information about our seminar centres and hotels can be found on the Internet www.sgbs.com/hotel

Course fee, Hotel costs, Topics

The course fee (plus VAT, depending in which country the seminar takes place) includes includes tuition and all course material. Participants will download the seminar materials electronically from our download center shortly before the seminar. We will send you an email with a link to download them. The course fee does not include any hotel services such as overnight accommodation, breakfast, meals and the daily flat rate for the hotel or conference center. Participants must pay these directly to the hotel. The daily delegate rate of the conference centers in London, Boston and Shanghai is billed directly by the St. Gallen Business School and forwarded to the conference center.

Participants are of course free to stay overnight outside the seminar hotel. In this case, you pay only the daily flat rate charged by the hotel/conference center directly to the hotel or conference center.

The course fee is charged after registration and must be transferred no later than 6 weeks before the start of the seminar. We reserve the right to make minor changes to topics, the sequence of topics and speakers.

We as organizers have the right to move a seminar to our study center in St. Gallen for valid reasons without this justifying cancellation of registration.

Cooperation, Questionnaire

Some of our seminars are held in cooperation with other renowned institutions. The respective event partner records customer satisfaction at the end of the seminar and forwards the evaluation to the cooperation partner.

Certificate

You will receive a course certificate upon completion of the course, or in the case of a multi-part program, during the last part of the program.

Change of Booking, Postponement

If you rebook a booked seminar or part of a seminar up to 3 months before the start, we charge a re-booking fee of CHF 400 plus VAT. If you rebook between 6 weeks and 3 months before the start of the seminar, 20% of the fees for the rebooked event must be paid. If you rebook less than 6 weeks before the start, 40% of the fee is due. If you re-

book less than 2 weeks before the start of the seminar, 80% of the fee is due. If you do not show up, the fee will be forfeited without compensation. Seminars and parts of seminars not attended will be forfeited.

When rebooking, there may be program changes/ adjustments and overlaps. This does not entitle you to a partial refund of the seminar fee.

Cancellation, Withdrawal

ECancellation of registration (withdrawal or cancellation) is possible free of charge up to 3 months before the start of the seminar. If you cancel between 3 months and 6 weeks before the start of the seminar, 40% of the seminar fee plus VAT will be charged.

Alternatively, a replacement participant can be provided up to 14 days before the start of the seminar against payment of the rebooking fee of CHF 700.- plus VAT, in accordance with the target group description.

The full seminar fee will be charged if the cancellation is made less than 30 working days before the start of the seminar.

Individual seminars can be cancelled by the organizer at short notice due to force majeure or due to a lack of participants up to 10 working days before the start of the seminar at the latest, without any claim for damages being made.

Postponement in case of danger, pandemic

We treat rebookings made due to a pandemic or an acute danger situation (terror, war) with great

goodwill: We waive the usual rebooking fees. Due to the extended rebooking option, the above-mentioned "free cancellation up to 3 months before the start of the seminar" does not apply. The seminar fee, if not already paid, remains due with the value date stated in the invoice.

Dangerous situations include events such as an epidemic, a pandemic, disasters, serious political or social upheavals that pose a danger to the participants that should reasonably be avoided by postponing the event. A postponement for such reasons by St. Gallen Business School does not entitle the participant to cancel the booked seminar or program.

Insurance, Liability, Price Changes

We recommend that you take out seminar cancellation insurance with your insurance company to cover cancellation costs due to illness and other events.

Any other damage that could be directly or indirectly related to the seminar attendance, whether from accident, illness, liability, theft, cancellation of the seminar by the organizer or damage resulting from the application of the management knowledge imparted by the participants or the company commissioned by us, must also be insured or covered. We exclude any liability.

Swiss law applies **and the place of jurisdiction is St. Gallen.**

With the publication of a new brochure, all previous information regarding content, speakers and prices become invalid.