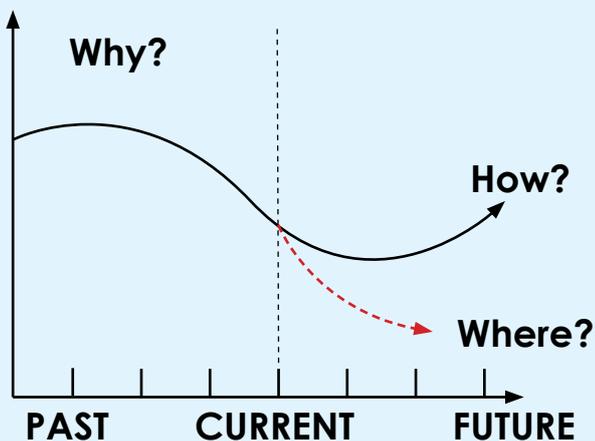




Financial Performance

Essential Business Skills to Understand and Optimise Financial Performance

Understanding Financial Performance



Why did you achieve your historic financial performance?

Where will your financial performance be if the current trend continues?

How can you optimise your financial performance?

"Control your own destiny, or someone else will." - Jack Welch

“ A study on strategic planning execution authored by Renaissance Solutions, notes that of the 101 corporate participants surveyed, 57% report only “little or some” linkage between the priorities of long-range strategy and the annual budget.

Source: The Corporate Strategy Board, Congruence of Strategic Planning and Budgeting Process

This Unique 2 day program will teach you:

- Understand the current economic cycle and related impact on financial performance
- “Demystify” financial performance by linking strategic planning and financial performance
- Guide the participants through various profitability optimisation concepts and techniques.
- Explain how these techniques were used to significantly increase the financial contribution of organisations
- Explain how to differentiate between profitability improvements due to productivity improvements (sustainable) and price recovery (not sustainable)
- Explain how to identify the 20% of your customers/ products that generate 80% of your profitability
- Explain how you integrate these techniques in your performance measurement and reward system



This program has been designed for financial and business people!!!

Program Content

Day 1: Business Simulation

The participants will be required to manage the financial performance of “their business” by integrating the underlying dynamics of the business environment, the economic environment and competitor behavior.

Day 2: Understanding the current economic climate

The participants will be exposed to the following concepts: Economic Cycle, Inflation, Financial Markets and the impact on financial performance.

Day 2: Linking strategic planning to financial performance

The participants will be exposed to the following concepts: Systems Thinking, Strategy Dynamics Modelling, Balanced Scorecard, Benchmarking, and the other financial performance concepts.

Day 2: Practical Application

The participants will be exposed to the practical application of these concepts in their own environment.

All these concepts will be illustrated with practical examples



References

Examples of references of previous programs:

- “Being a CA and coming from a “big 4” audit firm, I have been exposed to numerous technical, and development courses and seminars. I can honestly say, without any doubt, that this has been the best I have been on.”
- “Very, very valuable – not only for your current job, but for your entire career. It enabled me to ask the right questions.”
- “The tools explained are tools that I will use throughout my career and think that every successful businessman/ person will need and have to master this.”
- “The lights definitely came on when mentioned was made of using non financial information to control financials of an organisation.”
- “Really good program which helped me put a number of concepts into context with the practical applications. The experience gained is invaluable and I will use the concepts in future”
- “Job well done. Hope to do you and myself proud by practicing what I have learned”.
- “Thank you Marius for the patience, guidance and knowledge”

Planning is bringing the future into the present so that you can do something about it now!!!

Customised Training

The Financial Performance Program can be customised to fit your organisation's unique requirements, or extended to incorporate sensitive and company specific content. Customised training programs will be presented on an exclusive basis and on dates that are convenient, so please contact us to discuss your requirements.

Services SETA Accreditation

The Services SETA has provided provisional accreditation (Decision Number 1976) to Mandala Consulting for the delivery of learning programs. Organisations can already claim back on their levies for training provided by Mandala Consulting.

Money-back Guarantee

Course fees will be refunded in full should the course not meet with your expectations. To qualify for a full refund please notify the lecturer before lunch on the 1st day.

Course Fees

The course fees include reference manuals, certificate of completion and refreshments/lunches where required.

Full payment must be made before a delegate will be allowed to attend a course.

Cancellations received in writing will be accepted at the latest 2 weeks before the course date; thereafter the full fee will be payable.

Substitutes will be accepted prior to the start date of any course.

The course fees will be negotiated on a case to case basis based on the number of participants and frequency of the program.



The financial difference between good and not so good strategy is massive!!!!