

# Financial Management for Executives

IN ENGLISH

Intensive seminar on executive and general management level covering the most important aspects and trends of financial steering and financial management.

## Concept

Every manager with result responsibility affects financial parameters with his decisions and, besides strategic and market success, is also judged on financial results. Shareholders, owners, bankers and analysts expect increasing profits, cash-flow and free cash-flow, return on equity and, in the case of listed companies, rising stock prizes and dividends. This pressure on management demands that every executive master the tools of financial management.

This seminar is specially designed for:

- > Managers, entrepreneurs, directors, members of the executive board, business owners and business partners
- > Divisional heads, heads of major business units and profit centers, general managers of subsidiaries
- > Managers and specialists of corporate and financial planning
- > Executives involved in acquisition, divestiture or mergers of companies or business units

## Topics

### Financial Overview

- > Analysis of financial and annual reports, recognizing optimization potential
- > Cash-flow analysis, performance evaluation
- > Accurate budgeting, planning and controlling
- > Analysis of costs, volume and profit

### Mastering Drivers for Efficiency and Profitability

- > Performance drivers
- > How to increase profitability and efficiency

### Financial Goals and Value Added

Management is expected to take shareholder interests better into consideration with increasing stock prices and dividends. Consequently, the pressure on management causes a change in the performance systems of a company. The importance of profit goals, such as return on equity, will rise.

- > Planning internal growth while keeping up financial stability and profitability
- > The logics of shareholder value
- > Options for increasing shareholder value
- > Pitfalls and limitations
- > Impact of value added concepts
- > Cost of capital

### Valuation, Mergers & Acquisitions

- > Value calculation: methods and practical aspects
- > Selecting and evaluating acquisitions
- > Acquisitions as portfolio management tool
- > Evaluating acquisition targets and procedure
- > Taking advantage of synergies offered by mergers and alliances
- > Analyzing and assessing synergy effects
- > The post-merger syndrome

### Secure Financing

- > Impact of strategic decisions
- > Alternative financing concepts; advantages and disadvantages
- > Financial engineering
- > Weighted average cost of capital (WACC)
- > Financing strong revenue growth

### Cost Management

- > Defining and managing cost drivers
- > Complexity drives costs
- > Definition of strategic cost position

### Restructuring and Portfolio Clean-up

- > Early warning indicators for restructuring
- > Identifying profitable and unprofitable businesses
- > Securing profitable businesses
- > Disposing of unprofitable businesses
- > Developing a sustainable restructuring concept
- > Business portfolio and portfolio clean-up

### Reorganization and Turnaround

- > Qualification for reorganization
- > The reorganization concept
- > Achieving the turnaround

### Program dates (4 days)

Sem-Nr	Place	Date
E-73221	Luzern	October 18–21, 2021
E-73321	JPN-Tokyo	November 22–25, 2021
E-73122	St. Gallen	May 09–12, 2022
E-73222	Luzern	October 17–20, 2022

Program fee\*: CHF 4900.– (plus 7.7% VAT for seminars in Switzerland)

Further information and booking via internet: [www.sgm.ch/ens08](http://www.sgm.ch/ens08)

\*Invoicing in EUR possible (depending on current currency rate)

Corporate  
Programs

As well available as Corporate Program:  
Phone +41 (0)71 223 50 30

## Information and Advice

We will gladly provide you with more information about our seminars, programs and diplomas. Call us if you would like an SGMI advisor to help you make the right personal-development choice among our many courses and programs.

Phone +41 (0)71 223 50 30  
Fax +41 (0)71 223 50 32

## Registration

Please fill out the attached registration card and send it back to:

SGMI Management Institute St. Gallen  
Bogenstrasse 7  
CH-9000 St. Gallen  
Fax +41 (0)71 223 50 32  
Internet [www.sgmi.ch](http://www.sgmi.ch)  
E-mail [seminare@sgmi.ch](mailto:seminare@sgmi.ch)

After we receive your registration, we will send you the following

- > The confirmation of your registration with an invoice.
- > Information on logistics, hotel and travel to the program venue.
- > A room reservation sheet for your hotel reservation.

If a seminar is fully booked or if acceptance in a diploma program is not possible, we will inform you immediately. SGMI reserves the right to make small adjustments to programs or changes of faculty.

## Seminar Fees

Seminar fees include the cost of the seminar and the seminar materials (plus 7.7% VAT for seminars in Switzerland). Not included are all hotel costs participants pay the hotel directly, including room and board. Multipart seminars can be booked only as a whole. Missed seminar days or seminar parts cannot be made up at a later date.

Seminar and diploma fees may be paid in EURO (EUR) or Swiss Franks (CHF) at the daily currency exchange rate.

## Change of Registration / Cancellation

Changes of registration from one seminar or diploma to another are possible only up to 6 weeks before the start of the seminar and only at the cost of a CHF 350 change of reservation fee. Cancellations are free up to 3 months before the start of a seminar. 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 will be charged the full seminar fee.

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

The complete SGMI terms and conditions are available here at [www.sgmi.ch/tc](http://www.sgmi.ch/tc).

## Travel to the Hotel

Travel directions and information about the hotel are sent with the registration confirmation.

## Registration Card

We register for the following program:

Number/Date	Last Name	First Name
	Date of Birth	
	Company/Organization	
	Street, Number	
	ZIP Code/City	
	Phone	Fax
	E-mail	Number of Employees
	Industry	Function
	Date	Signature

We are looking forward to your registration. Please send your registration card by mail, fax, or e-mail.

SGMI Management Institute  
St. Gallen  
Bogenstrasse 7  
CH-9000 St. Gallen  
Phone +41 (0)71 223 50 30  
Fax +41 (0)71 223 50 32  
Internet [www.sgmi.ch](http://www.sgmi.ch)  
E-mail [seminare@sgmi.ch](mailto:seminare@sgmi.ch)

or register at [www.sgmi.ch](http://www.sgmi.ch)

