



Who Should Attend?

This training is designed for non-finance telecom professionals, engineers and main specialists who work in the area of network performance, such as radio network planning, building, construction, maintenance, monitoring and technical evaluation, being an active “point of contact” for the Finance division of a company (i.e. for strategy, budgeting or business case purposes). This course is useful for IT/Technology management representatives, especially those with matrix responsibility for company processes with regards to the achievement of defined finance results—it gives them a practice-oriented “toolset” to help them make wise business decisions. The course is particularly beneficial for Telco professionals who deal with finance daily and want to have perfect understanding of company finance processes.

Course Scope

1. Finance Basics.
 - Scope and role of the finance organisation in a (Telco) Company.
 - Strategy and Business Processes within the finance organisation.
 - Basic and most commonly used finance terms and definitions.
 - Proper understanding of finance principles.
2. Company’s financial information sources.
 - The most important documents for an Accountant and Financial Controller.
 - How to use the different types of financial data for company purposes.
 - BS, P&L and CF: not only for finance experts.
 - Why it is so important for a (Telco) Company to have a positive cash flow?
3. Strategic financial management.
 - Relationship between investments and finance decisions.
 - Creation of wealth and finance decisions.
 - Capital budgeting.
 - Investment profitability analysis.
 - Net Present Value (NPV).
 - Return of Investment (ROI) with minimal risk.
 - Weighted Average Cost of Capital (WACC).
4. Steering of a company’s finance development.
 - Budgeting process: objectives, constraints and deviation.
 - Scope of finance, cost and CAPEX planning.
 - IT/Technology and Finance matrix organization within the reporting process.
 - Impact of technology on company budget.
 - Toolsets and measures for better company performance – everyone is invited.
5. “Toys for technology boys”.
 - Present value and payback period.
 - Investment profitability analysis: different methods - one scope.
 - “New machine” - one time or multiplied expenses?
 - Working capital ratio and fixed asset turnover.
 - Capital Asset Pricing Model (CAPM).



- Common language with finance divisions regarding investment strategy.

Course Objectives

This course gives the financial background of accounting / controlling business processes and activities from the perspective of Telco Management. It concentrates not only on finance terms and definitions, but also on practice. It helps IT/Technology experts to understand the role of finance within an organisation, as well as to acquire the skills needed for active design of company finance processes.

Pre-requisites

Background in Management and Telco is beneficial. The course assumes basic familiarity with cost, investment categories and processes of Telco Operators. Any kind of knowledge related to business case evaluation, profitability calculation or return on investment analysis will be an additional asset, but is not necessary.

Training Structure

Three-day session divided into logical components according to the training agenda.

Methodology

Instructor-led course. Presentation, practical examples, and guided discussion.