

Management Development Programme
on
“Finance for Non-Finance Executives”

November 14th - 16th, 2018



Program Directors:

Prof. Sanjay Dhamija
Prof. Aman Srivastava



International Management Institute
New Delhi

INTRODUCTION

In the present competitive business environment profit generation and wealth maximization require sustained efforts and appropriate decision skills on the part of executives in all functions and departments. Decisions made by nonfinancial executives from various departments have significant financial implications. Therefore, it is necessary to develop a finance orientation and improve the quality of decision making.

Finance for Non-finance Executives programme is specially designed to provide basic knowledge of accounting and finance for executives in marketing, operations, human resources, information technology fields, entrepreneurs and self-employed professionals with non-finance background. This programme provides a logical framework to gain an insight on various aspects of financial statements, capital budgeting, working capital and cost control to help managers make better strategic and operational decisions. The programme will equip the participants with appropriate skills in finance to deal with changing business environment.

After attending this program, participants should be able to:

- Gain a greater understanding of the financial objectives of the organization and translate them into action in their respective functional areas;
- Work out the financial implications of their day-to-day decisions, helping take decisions that have a positive impact on financial objectives of the business;
- Make better use of resources allocated to their divisions;
- Build up financial confidence;
- Sharpen financial skills and competencies for business success.

COVERAGE

The program will cover fundamentals of financial concepts in easy and understandable manner and include following broad areas:

- Understanding Finance and Financial Terms: - Understanding Balance Sheet - Understanding Profit & Loss and Cash Flow Statement
- Analysis of Financial Statements: - Common Size Analysis - Ratio Analysis - Computation of Ratios - Interpretation of Ratios
- Cost Leadership and Competitive Advantage: - Components of Cost - Cost-Volume-Profit Analysis, Breakeven Point, Margin of Safety - Using Cost for Decision Making
- Evaluating Investment Projects - Capital Budgeting (Investment) Decisions - Capital Budgeting Techniques – NPV, IRR, Pay Back Period - Sensitivity Analysis, Scenario Analysis for Incorporating Risk
- Managing Working Capital - Concept of Working Capital - Management of Working Capital
- Introduction to Financial Markets: - Primary Market and Secondary Market - Debt Market and Equity Market - Money Market and Capital Market - Cash Market and Forward Market

PEDAGOGY

The course uses participative discussion, cases and practical assignments to achieve the learning objective. Participants are encouraged to bring their problems to the course with an objective to learn through discussion and experience sharing.

WHO MAY ATTEND

This is a "fundamental" programme specially designed for:

- Non-finance managers (from production, sales, marketing, IT and HR areas) seeking an understanding of finance and accounting
- Heads of various Divisions and Functions
- Managers who wish to update their knowledge on the basics of Finance and Accounts
- Owners of small and mid-sized businesses

No prior knowledge or background in finance/ accounting required.

FACULTY AND RESOURCE PERSONS

IMI faculty members and eminent resource persons will share expertise and experience in various sessions.

PROGRAM DIRECTORS

Prof. Sanjay Dhamija, is Professor in the area of Finance and Accounting. He completed his doctorate (Fellow Program in Management) in finance from IMI-Delhi. He is a Fellow Member of the Institute of Company Secretaries of India (FCS) and of the Institute of Cost Accountants of India (FCMA). He did his M Com from Delhi School of Economics and LL B from Delhi University. He is also a Chartered Financial Analyst from ICAI.

Professor Dhamija has over 31 years of rich experience both in industry and academia. He worked in industry in senior positions for over 17 years with organizations of repute like ABN AMRO Asia Equities (India) Private Limited, HSBC Securities and Capital Markets (India) Private Limited, Escorts Finance Limited and MMTC of India Limited. Since 2003 he is in academics having worked with ICAI Business School and Management Development Institute (MDI) before joining IMI in 2009. At MDI he held various positions including Chairperson of Executive Post Graduate Diploma in Management, Chairperson of Continuing Education and Chairperson of Finance and Accounting Area. He was awarded for 'Excellence in Teaching' at MDI and as 'Best Trainer' at IMI.

He has handled a number of consulting and training assignments for organizations in government sector, public sector and private sector. He also regularly conducts popular programs on 'Finance for Non Finance Executives' and 'Understanding and Analysis of Financial Statements'.

He has authored 6 books in the area of accounting, finance, company law and corporate governance. He has published number of research papers and case studies, both in national and international journals.

Prof. Aman Srivastava, Professor (Finance) at IMI, has over nineteen years of experience in research, teaching and corporate training. He has trained Government officers and corporate executives of more than 50 countries. He has conducted training programs for executives of ONGC, Oil India, Indian Oil, HPCL, GAIL, NLC, NTPC, NHPC, SJVN, Coal India, SAIL, NALCO, MCX, RAIL Tel Corporation, HUDCO, MSME, TCIL, AC-Nelson, Greenfield.com, Standard Chartered Bank, NAFED and much

more. He has published research papers and cases in national and international journals including Theoretical Economics Letters (TEL), International Journal of Theoretical & Applied Finance (IJTAF), Asian Economic Review, Global Business Review, Asia Pacific Business Review, Decision and much more. His areas of specialization are corporate finance, risk management, mergers & acquisition and investment & wealth management. He has participated in training programs of Harvard Business School, Richard Ivey School of Business and AACSB International, USA. He was awarded for his cases and research papers by Strategic Management Forum at IIT Mumbai and IIT Kanpur.

ADMINISTRATIVE DETAILS

Dates:

November 14th-16th, 2018

Venue:

International Management Institute
B-10, Qutub Institutional Area
New Delhi 110016

FEE

Non-residential: Rs. 25,000/- per participant (plus 18% GST as applicable) covering professional fee, program kit and lunch

Residential: Rs. 35,000/- per participant (plus 18% GST as applicable) covering professional fee, program kit and boarding/lodging (airconditioned single room) from noon of **November 13th, 2018** till noon of **November 17th, 2018** at IMI Campus.

Group Discounts

- 10% discount on fee amount is available in case an organization nominates 2 or more participants to the program.
- 20% discount on fee amount is available in case an organization nominates 4 or more participants to the program.

Fee is payable in advance by way of local cheque/DD in favor of "**International Management Institute**" payable at New Delhi or through direct electronic fund transfer to IMI Bank Account, as per following details:

Allahabad Bank Account Number: 50084979288
MICR Code: 110010007, IFSC Code: ALLA0211083
Pan No. AAAT10972K; GST No. AAAT10972KIZJ

Please mention the program name while making payment through electronic fund transfer.

REGISTRATION

The registration form duly filled in along with the program fee should reach us at least 7 days before the commencement date of the program. In case of subsequent withdrawal or cancellation of registration no refund of fee will be allowed. However, substitute(s) may be permitted with prior intimation.

CERTIFICATE OF PARTICIPATION

A certificate of successful participation by International Management Institute (IMI) will be issued to each delegate at the culmination of the program.

ABOUT IMI

IMI International Management Institute Nestled in Qutab Institutional Area, International Management Institute (IMI), New Delhi was established in 1981 in collaboration with IMI Geneva (now IMD Lausanne). IMI's flagship two-year Post-Graduate Diploma in Management (PGDM) program (launched in 1993) has Student Exchange programs with leading International Schools. These include ESC Rennes, France, Montpellier Business School, France, Frankfurt School of Finance and Management, Germany, Grenoble Ecole de Management, France, Louvain School of Management, Belgium, Sichuan Academy of Social Sciences, China, KEDGE Business School, France, University of Guelph, Canada to name a few. Besides its regular PGDM program, IMI New Delhi runs a two-year PGDM program in Human Resource Management (PGDMHRM) launched in 2006, a two-year PGDM program in Banking and Financial Services (PGDM B&FS) launched in 2014, a 15-month Executive PGDM for mid-career executives (Executive PGDM) launched in 1984 and a Fellow Program in Management (FPM) launched in 2011.

In addition, IMI New Delhi also offers ITEC (Indian Technical and Economic Cooperation) Programs, as it is one of the few empanelled Institutes of the Ministry of External Affairs, Government of India. Under the aegis of MEA organised special Commonwealth Assistance Program, 15 international students are selected into the Executive PGDM Program. These ITEC programs are targeted at various developing countries from the Afro-Asian, South American and SAARC region. Another distinguishing feature of IMI Delhi is its strong Alumni network of over 5000+ professionals at senior management levels in leading corporate houses.

All IMI New Delhi's long term programs are approved by AICTE, Ministry of HRD, and Government of India. IMI New Delhi is internationally accredited by Association of MBAs (AMBA), UK. IMI's diverse and experienced resource pool of faculty resources having a rich combination of academic rigor and corporate exposure is one of the institute's distinct strengths. This vast and enriched pool has a special focus on delivering management education, training, research and consultancy. IMI contributes significantly to the growth and development of management as a discipline in India.

IMI conducts a large numbers of Management Development Programs (MDPs) every year, which include Open Programs, specially designed In-company programs and Online programs in different functional areas. These programs are aimed at capability building of senior-level and top-level managers and executives to help them in updating their concepts and enhancing leadership and managerial skills.

IMI's strength across diverse management disciplines, backed by an excellent team of faculty and the strong network with eminent organizations, helps deliver its commitment towards its vision of being a premier global management school.

For registration/any other information, please contact:

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