FIN-105 - Modélisation financière en télécommunications

Description

Note : Le descriptif de cette formation n'est actuellement disponible qu'en anglais. Nous pouvons toutefois offrir la formation en français sur demande. Veuillez nous contacter à training@neotelis.com.

Financial models are a key element in most major business decisions. They are useful tools that allow business options and risks to be evaluated in a cost-effective manner against a range of assumptions, identify optimal solutions in evaluating financial returns and understand the impact of resource constraints to make the most effective business decisions.This 4-day Training Course provides participants with the fundamental concepts, principles, tools and best practices of financial modeling as it applies to the telecommunications sector in order for them to:

- Gain a true grasp of financial modeling and;
- Learn how to apply it on-the-job while linking it to the strategic plan

Learning Outcomes

At the end of the course, participants will be able to:

- Understand the key concepts of financial analysis
- Demonstrate a true grasp of the link between the strategic plan and financial modeling
- Identify the type of financial models applicable to different situations
- Identify areas of strengths and weaknesses in financial results
- Develop more complex best practice based financial models
- Build short clear chart-based executive management reports on financial results
- Use excel to perform more complex financial modeling operations
- Efficiently build the financial representation of complex business cases

Topics

The Training Course covers the following topics:
DAY 1

- Basic principles of accounting
  - Fundamental concepts of financial statements
  - Financial statements
  - *Exercise - Financial statement build-up*
  - Financial ratios
- Financial modelsWhat is a financial model?
  - Types of financial models
  - Main components of financial models
  - Annex: Telecom financial model characteristics
  - *Exercise - NPV/IRR*
- Price setting
  - Setting the optimal price
  - Pricing methodologies
  - Best practices
- Capital project/product introduction evaluation
  - Definitions
  - Typical process
  - Business case
  - Methods for evaluating projects
  - *Investment project - a practical illustration*

DAY 2

- *Case Study - TopTelecom*

- Strategic planning process
  - The strategic planning process
  - Financial planning and budgeting

- Variance analysis on financial results
  - Performance management process
  - Implementation / Execution
  - Performance measurement tools
  - Performance evaluation
  - Variance analysis steps

DAY 3

- Project / product evaluation - Practical aspects
  - Positive cash flows

    - Incremental cash flows
    - Size of the project
    - Strategic projects
    - Risk analysis
    - Alternative solutions
    - Prior to the capital committee /board meeting
    - At the capital committee / board meeting
    - Importance of following up project after approval
- Capital project/product introduction evaluationDefinitions
    - Business case
    - Methods for evaluating projects
    - Cost of capital
    - Case study: Networksoft
- Exercise - Excel functions

DAY 4

- Financial planning best practices and componentsFinancial planning and budgeting
    - Financial planning best practices
    - Main components of financial plans
- Exercise - Budget preparation - ZapChat

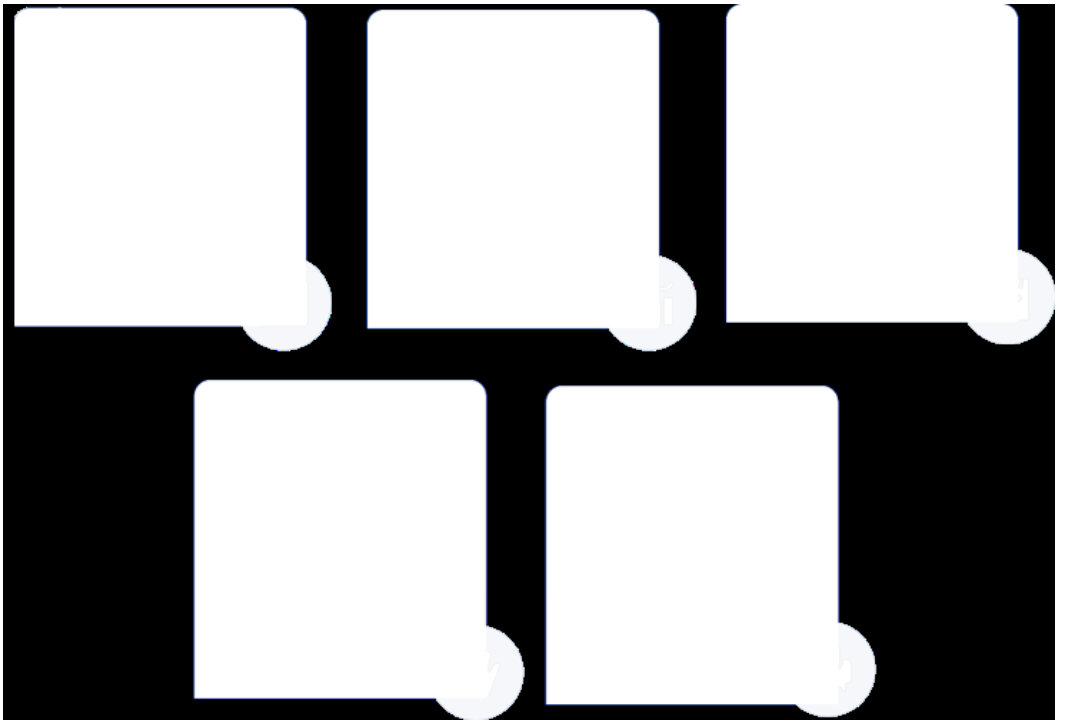
- Variance analysis for financial and non-financial resultsPerformance management process
    - Implementation / Execution
    - Performance measurement tools
    - Performance evaluation
- *Case Study - TopTelecom bonuses and salary increases*

Target Audience

- Telecommunications managers and personnel responsible for financial analysis, financial modeling and business valuation
- Managers looking to complement their skill-set by gaining a good understanding of financial modeling

Méthodologie

Une combinaison d'activités pratiques et de présentations interactives pour favoriser et optimiser l'apprentissage :



Lieu

Certaines formations de Neotelis sont organisées dans différentes villes à travers le monde. Veuillez nous contacter à training@neotelis.com pour obtenir le Calendrier annuel de formation.



Neotelis peut également livrer des sessions de formation en intra-entreprise, spécialement pour votre organisation. Veuillez nous contacter à training@neotelis.com pour de plus amples informations et pour obtenir une Proposition.

À propos de Neotelis

Neotelis fournit des services de formation, de conseil ainsi que des conférences et des publications à l'industrie mondiale des télécommunications. Son équipe d'experts seniors a formé des milliers de dirigeants et gestionnaires travaillant pour des opérateurs, des régulateurs et des gouvernements dans plus de 120 pays à travers le monde.

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