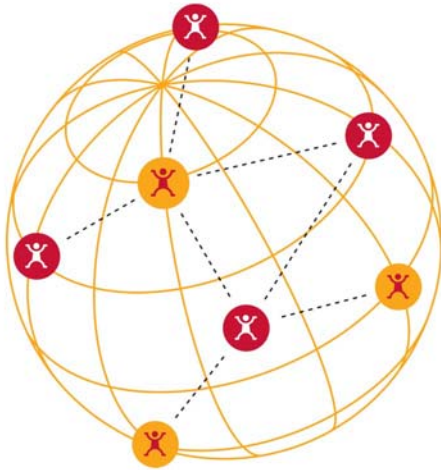


TRAINING PROGRAM OUTLINE



FIN-111E **FINANCIAL STRATEGIES & MANAGEMENT FOR TELECOM EXECUTIVES**

DESCRIPTION

A 5-day Training Program to provide telecom executives and senior managers with financial strategies and management tools and techniques to lead their organization's growth and success, creating value in today's competitive and liberalizing environment.

OBJECTIVES

- Provide a good understanding of the latest corporate financial policies and practices
- Introduce fresh management perspectives and techniques by taking a broad perspective on finance
- Present the fundamental concepts of shareholder value creation and illustrate them through case studies
- Present financial measurement systems such as balanced scorecard, digital dashboard and Key Performance Indicators (KPIs) to evaluate the impact and value of strategic decisions
- Provide an overview of the global and competitive telecommunications environment and its impacts on operators



TOPICS

- Global and competitive telecommunications environment
 - Deregulation and competition issues
 - Globalization
 - Market evolution and trends
 - New telecom players
 - New services and offers
 - Challenges, impacts and opportunities for operators

- Impacts of privatization and liberalization
 - Pressures on profitability
 - Change in management behavior
 - New regulatory rules/new laws
 - Customer has a choice
 - Knowledge/staff lost to competition
 - Impact on morale

- Financial policy
 - Definition
 - Best practices
 - Case studies

- Creating shareholder value
 - Fundamental concepts
 - Cost of capital
 - Economic Value Added (EVA)
 - Market Value Added (MVA)
 - Setting the ideal capital structure
 - Mergers & Acquisitions (M&A) and business valuation
 - Case studies

- Capital projects management and accounting
 - Capital budgeting
 - Business case and financial analysis as key components of the decision-making process



- What is project accounting?
- Project budgets
- Costs and revenue allocations
- Work breakdown structure
- Cost data generation and allocation

- Risk management, internal control and diversification
 - Uncertainty, risk assessment and risk management
 - Internal control
 - Control environment
 - Risk assessment
 - Control activities
 - Information and communication
 - Monitoring
 - What internal control can and cannot do
 - Roles and responsibilities
 - Diversification

- Strategic measurement systems
 - Balanced scorecard
 - Executive/business dashboard
 - Key Performance Indicators (KPIs)

TARGET AUDIENCE

- Telecom executives and senior managers seeking an in-depth examination of the power of sound financial strategies and financial management practice for their organization
- Telecom executives and senior managers who want to gain an understanding of the impact of their decisions on shareholder value
- Senior financial managers who want to explore the latest financial approaches, perspectives, tools and techniques
- Non-financial telecom executives and senior managers looking to complement their skill-set by broadening and deepening their financial knowledge



METHODOLOGY

Our Training Programs combine expert presentations, workshops, case studies and discussions on real-life situations faced by participants. Complete training material is provided to all participants for future reference and follow-up action plans.

LOCATION

Our Training Programs are held at regular intervals in selected cities around the world. Upon request, our expert trainers can lead Training Programs at the location of your choice. If interested, please contact us at training@neotelis.com.

EXPERTISE

Neotelis provides consulting and training services to telecommunications organizations worldwide. Its team of experts has trained thousands of executives and managers working for operators, regulators, policy-makers and governments in over 100 countries around the world.

