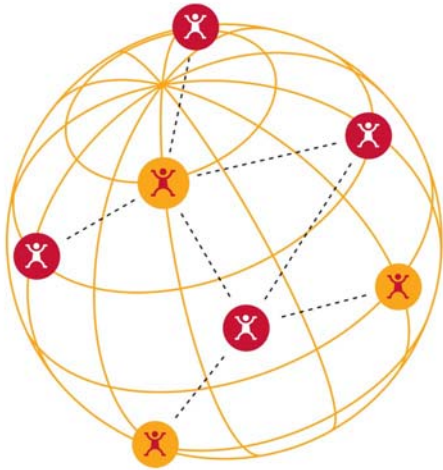


## TRAINING PROGRAM OUTLINE



### FIN-117E FINANCE FOR NON-FINANCIAL MANAGERS IN TELECOMMUNICATIONS

#### DESCRIPTION

A 5-day Training Program to provide participants with the fundamental principles of finance in a telecommunications environment.

#### OBJECTIVES

- Present the importance of finance and an introduction to key accounting and financial matters
- Provide a sound understanding of financial statements and some tools used to interpret those statements to understand the financial status of a company
- Explore the basic concepts of costing to evaluate the cost of business activities
- Learn how to analyze business investments and projects
- Give guidelines to communicate effectively with key financial decision-makers



## TOPICS

- Introduction to accounting and financial matters
  - The importance of finance
  - Financial accounting vs. management accounting
  - Generally Accepted Accounting Principles (GAAP)
  - Accountability and responsibility for financial information
  
- Basic principles of accounting
  - Use of financial statements
  - Financial statements
  - Financial statement build-up exercise
  - Financial ratios
  
- Network overview: What to cost
  - Network generalities
  - The evolution of wireless networks
  - 2G networks
  - 2.5G networks
  - 3G networks
  - Incumbent operator versus new operators
  
- Costs, accounting and activity-based cost evaluations
  - Types of costs
  - Revenue recognition and cost allocation
  - Role of management accounting
  - Activity-Based Costing (ABC)
  - Costing in telecommunications
    - The top-down approach
    - The bottom-up approach
  
- Analyzing business investments
  - Investment analysis
  - Cost of capital and hurdle rate
  - Analysis methods and tools
  - Communicating with financial decision-makers



- Planning, budgets and performance measures
  - Planning process overview
  - Business plans, what ifs and strategy
  - Balanced Scorecards and KPIs
  - Budgets and control
  - Variance analysis
  - Measurement and continuous improvements

## TARGET AUDIENCE

- Telecommunications managers and executives looking to complement their skill-set by gaining a good understanding of finance as it pertains to telecommunications

## 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](mailto: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.

