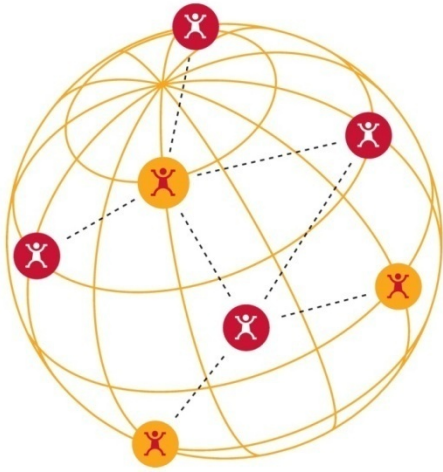


TRAINING PROGRAM OUTLINE



FIN-118E **MANAGEMENT ACCOUNTING IN TELECOMMUNICATIONS**

DESCRIPTION

A 5-day Training Program to provide participants with the concepts and tools of management accounting and its use to improve performance in today's competitive telecom environment.

OBJECTIVES

- Explain the fundamental principles of accounting and the importance of management accounting in today's competitive telecom environment
- Present innovative management accounting tools and techniques such as Activity-Based Costing (ABC), which are designed to deal with specific aspects of today's fast evolving telecommunications environment
- Explain the financial and operational information that management accountants must provide to the organization's decision-makers: forecasts, budgets and plans, variance analyses, cost analyses, performance metrics and scorecards, project valuations, etc.
- Demonstrate, through simplified network models, what are typical network components and how network elements drive costs



TOPICS

- Fundamental principles of accounting
 - Key concepts
 - Financial statements

- Management accounting
 - Role of management accounting
 - Differences with financial accounting
 - Impact on decision making and strategy

- Cost accounting
 - Types of cost
 - Revenue recognition and cost allocation
 - Budgeting
 - Costing models
 - Financial planning and control

- Network essentials
 - Access
 - Switching/core
 - Interconnection
 - Network evolution

- Activity Based Costing (ABC)
 - Definition
 - Systems
 - Costs and cost drivers

- Project/corporate valuation
 - Definition
 - Weighted Average Cost of Capital (WACC), Net Present Value (NPV) and Economic Value Added (EVA)
 - Investment analysis

- Budgeting and planning
 - Operational budgeting
 - Resource allocation
 - Budget management
 - Variance analysis

- Performance measurement
 - Financial performance analysis
 - Performance management & business improvement
 - Balanced scorecards
 - Analysis of variances
 - Reporting and control

TARGET AUDIENCE

- Telecommunications managers and executives looking to complement their skill-set by gaining a good understanding of management accounting

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.

