



FIN-105 - Financial Modeling in Telecommunications

Description

This course is also available as a live distance learning course

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

Methodology

A combination of engaging activities and dynamic presentations to stimulate and maximize participants' learning.

- **Dynamic and interactive presentations**
- Covering **key concepts** in a **concise** manner

Presentations



- **Presentation** of a given situation
- **Analysis**
- **Recommendations & course of action**

Case studies



- **Real-life examples** illustrating **key concepts**
- Focusing on **recent events**

Recent examples



- **Individual and group work** to practice using the tools acquired during the course

Hands-on workshops



- **Discussions** about **on-the-job situations** faced by participants
- **Sharing of experiences**

Group discussions



Location

A selection of Neotelis' training courses is held in various cities around the world. Please contact us at training@neotelis.com for the complete Yearly Training Calendar.



Neotelis can also deliver in-house sessions of this course specifically for your organization. Please contact us at training@neotelis.com for more information and a Proposal.

About Neotelis

Neotelis provides training, consulting, conferences and publications to the telecommunications industry worldwide. Its team of senior experts has trained thousands of executives and managers working for operators, regulators, policy-makers and governments in over 120 countries around the world.

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