FinanceTalking

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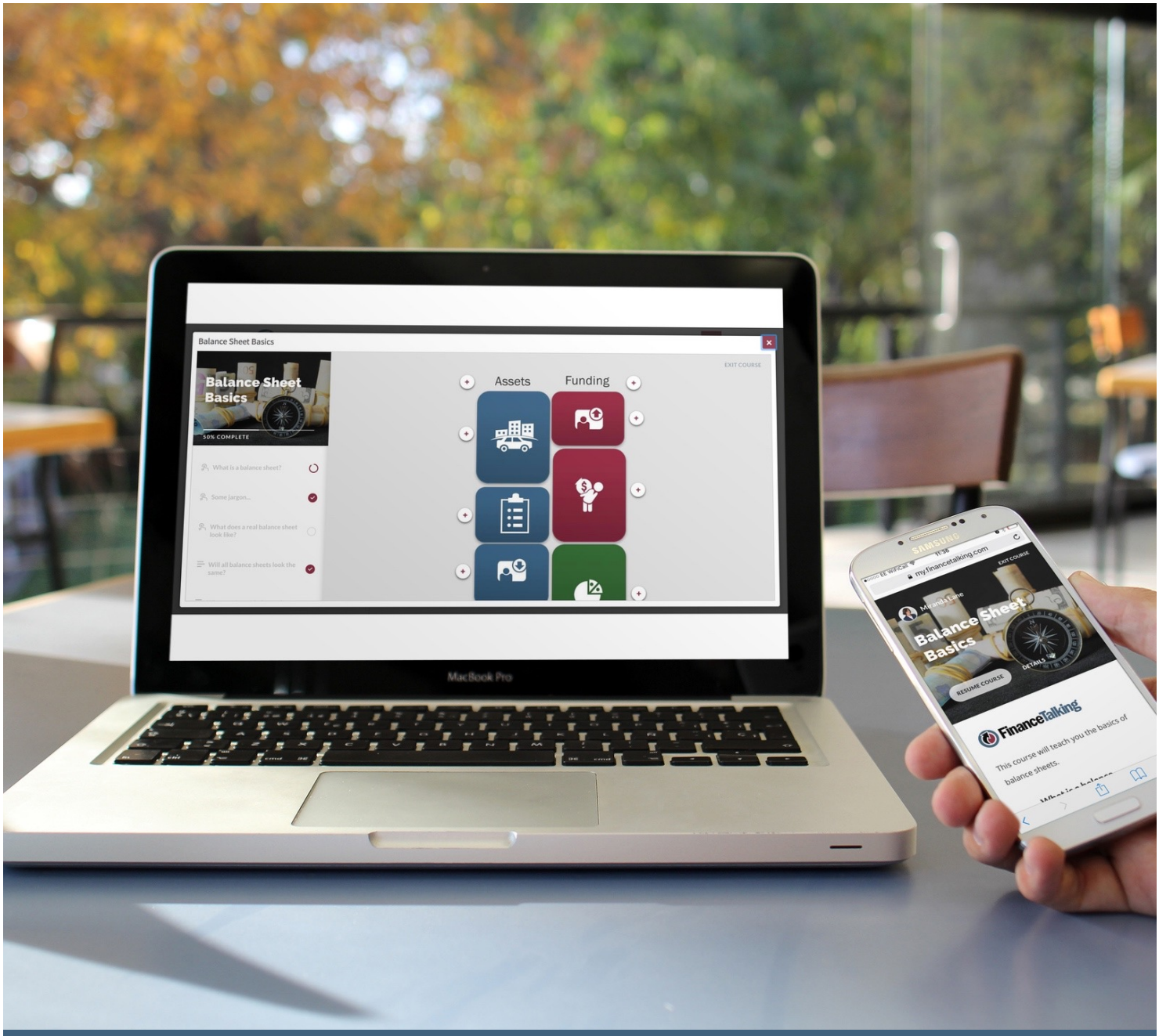

FinanceTalking's Online Courses

Tailored in-company training · One-to-one coaching · Open courses · On-demand eLearning · Webinars

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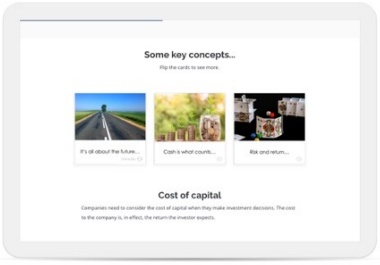
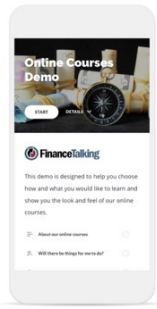
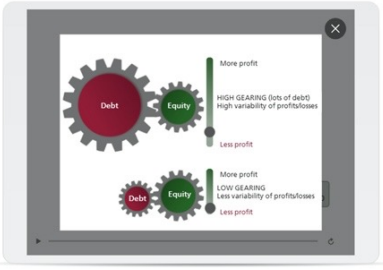
Engaging & Interactive Online Courses

We design and produce our online courses in-house, so you'll find the same approach, experienced tutors and colour-coded materials that you may have already experienced on our other courses.

- ✓ Learn in bite-sized chunks on your smartphone, tablet or laptop
- ✓ All you need is headphones and an internet connection
- ✓ We use visuals, audio and plenty of interactivity to keep you interested and alert
- ✓ You can control the pace and recap at any point
- ✓ Email or phone your tutor if you have questions or you'd like to discuss any aspect of the course
- ✓ You can use our online courses as a standalone or as part of a blended learning programme
- ✓ We can tailor the courses to meet your company's learning needs







Access & Support

All our online courses are on demand so you can study whenever you like.

- ✓ Sign up online with immediate access (upon payment)
- ✓ Available 24/7 for 4 months (or more if you need it)
- ✓ We will monitor your progress & send reminders when necessary.

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Essentials Courses

Learn the essentials of finance with our concise, comprehensive online courses lasting approximately 2-3 hours each. You can take them on the go - they work brilliantly on a smart phone or tablet as well as on your computer.

Each course comes with a briefing paper and jargon sheet to download and keep.

CURRENTLY AVAILABLE ESSENTIALS COURSES:

- Introduction to Companies, Funding & the Capital Markets
- The Basics of Business Finance
- Understanding Shareholder Value
- Budgeting & Forecasting
- Investment Appraisal
- Finance Essentials for Banks

Specialist Short Courses

Learn key aspects of finance with our short concise online courses lasting approximately 30-60 minutes each. You can take them on the go - they work brilliantly on a smart phone or tablet as well as on your computer.

CURRENTLY AVAILABLE SPECIALIST SHORT COURSES:

- Adjusted profits
- Leverage & How Much is Too Much?
- Understanding Cash Flows
- Understanding DCF Valuation
- Understanding Valuation Using Multiples
- Evaluating M&A From a Financial Point of View
- The Macro-Economic Backdrop
- Rights Issues
- How to Analyse a Company (Coffee Break)

We're developing new courses all the time, so look out for more coming soon. Email us (admin@financetalking.com) if you would like to be kept updated.

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Introduction to Companies, Funding & the Capital Markets

Essentials - 2-3 Hours

This course covers the basics of financial markets and instruments; how the capital markets work and the role of key participants; how companies access the capital markets and what it means to be a listed company.

OUTCOMES

- Understand capital markets, how companies issue shares and bonds and how they are traded
- Appreciate the role of investment banks
- See the perspectives of key participants such as sell-side analysts, ratings agencies and investors
- Learn lots of financial jargon and concepts

WHAT YOU WILL LEARN

Financial Markets & Instruments
- Financial markets
- Financial instruments

Equity, Debt & the Capital Mix
- Funding options
- Characteristics of debt & equity
- The capital mix & leverage

Capital Markets
- How capital markets work
- Initial public offers
- Bonds and shares
- The role of investment banks
- Who does what?
- Financial regulation

Understanding Bonds
- What is a bond?
- How are bonds priced?

Stock Markets & Indices
- Definitions
- Global stock markets & indices
- Bubbles and crashes

Investors & Fund Managers
- Making the link with your investments
- Types of fund & investment styles

Analysts
- Sell-side analysts
- Rating analysts

Being a Listed Company
- What's expected?
- Disclosure
- Managing expectations
- Why does share price matter?

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The Basics of Business Finance

Essentials - 2-3 Hours

This course is designed to give you a good understanding of the basics of business finance. You will learn how businesses are funded and what the money's used for; how they make profits and generate cash; how to measure business performance; where to find the information you'll need. You'll see how income statements and balance sheets work and you'll also understand key financial jargon, concepts and commonly used financial metrics.

OUTCOMES

- Develop a good understanding of the basics of business finance
- Learn lots of key concepts and financial language
- See how financial statements work and how they are used
- See how to calculate commonly used financial metrics

WHAT YOU WILL LEARN

Introduction
- Overview

Where the money comes from
- Funding options & characteristics
- Typical company funding
- Cost of capital

What the money is spent on
- Types of asset
- Balance sheet jargon
- Depreciation and amortisation
- Net debt and net working capital
- Reviewing a real balance sheet

How much profit does the business make
- Income statement jargon
- Who uses what
- Adjusted profit and EBITDA

How much profit does the business make (continued)
- Impact of changing prices and volumes
- Income statement analysis
- Reviewing a real income statement

Does the business generate cash
- Making profits versus generating cash
- How cash flows work
- How the three statements fit together

Is it worth the effort
- Return on investment
- Economic profit

Summary and conclusion

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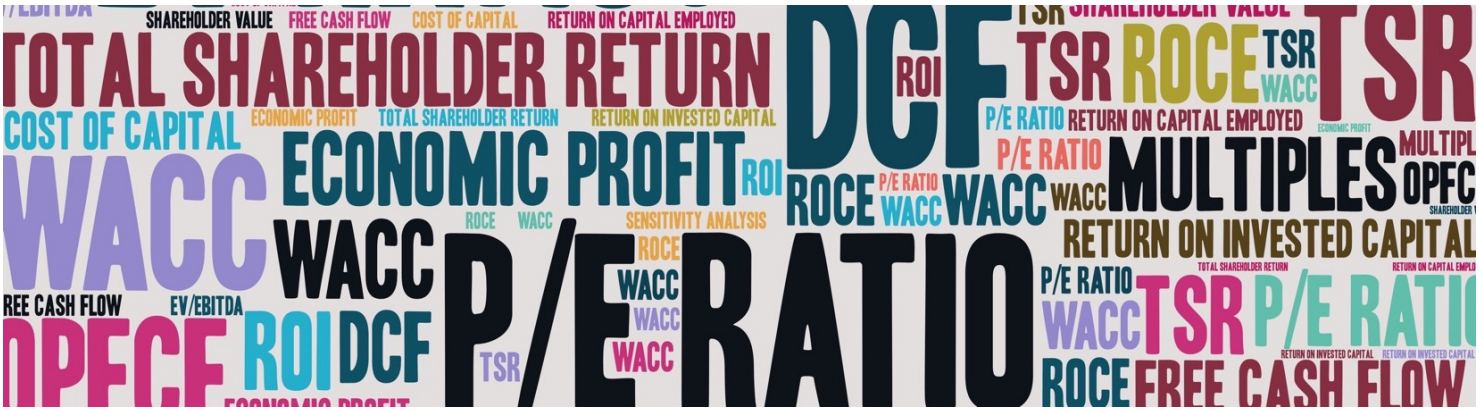

Understanding Shareholder Value

Essentials – Approx 2 Hours

By the end of the course, you will have a good understanding of shareholder value, including what it means from a shareholder's point of view; what it means from a company's point of view; the levers a company can pull to create more value; making the link with strategic actions that drive value creation and communicating shareholder value.

OUTCOMES

- Understand what shareholder value really means
- See how companies drive value internally and externally
- Understand the cost of capital and efficient balance sheets
- Make the link with strategic actions that drive value creation

WHAT YOU WILL LEARN

Introduction

The Shareholders Perspective
- Key shareholder value concepts
- Driving total shareholder return

The Company Perspective
- Return on equity
- The impact of leverage
- Return on capital employed
- Management's task

Capital Management
- Efficient capital structures
- Changing the capital structure
- Cost of capital
- Capital management
- Real company examples

Capital Allocation
- Reminder
- Allocating capital
- Capital allocation examples

Growth and Returns
- Growth
- Profitability

Communicating Shareholder Value
- Expectations management
- Telling a great investment story – real company examples

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Budgeting & Forecasting

Essentials - 2-3 Hours

Learn all about budgeting and forecasting. This course will help you understand how to go about preparing a budget including what information you'll need to ask for before you start and how to review your numbers for reasonableness. You'll become confident reviewing and challenging variances; understand the need for forecasting and the processes involved; and you'll learn how to use typical monthly reports.

OUTCOMES

- Learn to prepare and review a budget
- Understand the role of forecasting
- Be familiar with cost types and behaviours
- Gain confidence using budgets, forecasts, variance analysis and working capital reports

WHAT YOU WILL LEARN

Introduction

Budgeting essentials
- What is budgeting?
- Top level inputs
- Timing of revenues and costs

Preparing your operational budget
- Where to start
- How costs behave
- Building a budget

Preparing for a budget review
- Reviewing budgets
- Analysing margins and year on year growth

Managing cash
- Cash flow forecasting
- How much cash to hold

Comparing actual results to budget
- Understanding variances
- Month end issues

Forecasting
- Why forecast
- The forecasting process

Working with management reports
- Typical reports
- Reviewing actuals vs budget and forecast
- Working capital reports

Summary

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Investment Appraisal

Essentials – Approx 2 Hours

Understand investment appraisal from first principles. We cover payback period, ROI, NPV, IRR and making the business case. We also show you how to think about the inputs to your spreadsheet and how to challenge the assumptions to ensure that you're making the best possible decisions.

OUTCOMES

- Be able to assess a project from a financial point of view
- Understand what's expected of you and how the process of project appraisal works
- Use appraisal methodologies such as payback period, ROI, NPV and IRR effectively
- Be able to make a compelling business case

WHAT YOU WILL LEARN

Introduction

Where to Start…
- Why do we need investment appraisal?
- Typical policies and procedures
- Estimating the costs and benefits

Simple Appraisal Techniques
- Payback period & simple ROI

Discounted Cash Flow Techniques
- Discounting cash flows
- Net present value (NPV)
- Internal rate of return (IRR)
- High level sensitivity analysis

The Business Case
- Submitting a project for approval
- Challenging the assumptions
- Relationship between IRR & ROCE
- Evaluating projects which continue indefinitely

Making the business case
- The complete appraisal
- The investment decision

Conclusion
- When to use which technique
- Post investment reviews

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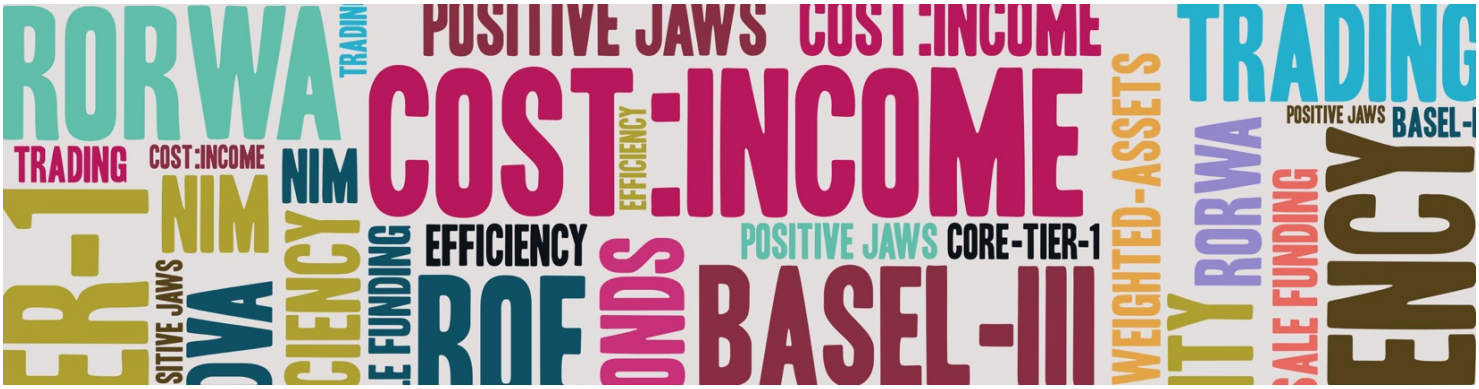

Finance Essentials for Banks

Essentials - 2-3 Hours

Learn about how banks make money, how they create value for their shareholders and the key concerns for bank management and regulators. You will see how the balance sheet and income statement work for a bank and you'll understand key financial jargon and commonly used financial metrics such as ROE, cost:income ratio, leverage and net interest margin. We will also cover bank capital regulation, including risk-weighted assets, CET1 and leverage ratios and the rules for too-big-to-fail banks. And we consider current trends, the implications for profitability and the challenges facing banks.

OUTCOMES

- Understand how banks make money and the strategies they employ to drive value creation for their shareholders
- Appreciate how capital regulation works and understand the key ratios
- Learn how to evaluate a bank's performance using commonly used key performance indicators

WHAT YOU WILL LEARN

Introduction and objectives

The big picture
- Why do we need banks
- Types of bank
- The current environment

How banks create value
- Shareholder value concepts
- Returns to shareholders (TSR)
- Driving growth and ROE/ROTE

How banks make money
- How the financial statements work
- How banks make profits
- Why banks need high leverage
- Competing pressures on banks

Capital regulation
- Capital and why banks need it
- Capital ratios
- Leverage, liquidity and net stable funding
- Basel III, stress tests etc
- Too-big-to-fail banks

Analysing banks
- Looking for growth
- Returns and other KPIs
- Adjusted profits

Typical bank strategies
- The link with value creation
- Real bank examples
- Putting it all together

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Specialist Short Courses

Adjusted Profits

This course will give you a good understanding of what companies mean by "adjusted" or "underlying" profits and the advantages and pitfalls of using these numbers.

WHAT YOU WILL LEARN

- Which numbers can we rely on?
- Adjusting profits
- Typical adjusting items
- EBITDA
- Constant currencies
- Goodwill impairment
- Examples

Leverage & How Much is Too Much?

This course looks at leverage (gearing). We cover what makes a company suitable for high leverage, how to measure it and we consider how much is too much, using real examples.

WHAT YOU WILL LEARN

- What is leverage
- Leverage pros and cons
- Suitability for high leverage
- Measuring leverage
- How much is too much?
- A further example
- Conclusion

Understanding Cash Flows

In this course we cover the difference between profits and cash flows, we look at cash flow statements and we consider the impact of working capital management on cash generation.

WHAT YOU WILL LEARN

- How do profits and cash flows differ?
- Cash flow statements
- Cash conversion
- FAQs
- Examples
- Working capital and cash flow management
- Quick quiz

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Specialist Short Courses Continued

Understanding DCF Valuation

Learn how companies are valued using discounted cash flow techniques. We look at the principles, the maths and a real company example.

WHAT YOU WILL LEARN

- How companies are valued – the basics
- How a DCF model works
- A real company example
- Download and use our simple valuation model

Understanding Valuation Using Multiples

Learn how companies are valued using multiples. We cover P/E ratios, P/B, dividend yield and ratios using enterprise value.

WHAT YOU WILL LEARN

- How companies are valued – the basics
- P/E ratios
- Multiples using enterprise value
- Price to book
- Dividend yield
- Sum of the parts
- Multiples in action
- Conclusion

Evaluating M&A from a Financial Point of View

This course will explain how deals are evaluated from a financial point of view.

WHAT YOU WILL LEARN

- Why do companies do deals?
- Basics of the deal
- EPS accretion or dilution
- Does the deal add value?
- Justifying the bid premium
- Example deal

Specialist Short Courses Continued

The Macro-Economic Backdrop

In this course we help you understand the major factors affecting the global economy – growth, inflation, interest rates, currencies and more... We show you how they all fit together and consider the likely implications for companies.

WHAT YOU WILL LEARN

- Why do we need to understand the macro-economic environment?
- Economic growth and inflation
- Interest rates, currencies, commodities and employment
- Government debt & international trade
- Other issues
- What moves stock markets?

Rights Issues

This course will give you a good understanding of rights issues, what they mean for the company and what they mean for shareholders, including common calculations.

WHAT YOU WILL LEARN

- What is a rights issue?
- Rights issue maths
- Rights issues in practice

How to Analyse a Company

This coffee break course will show you how to analyse any company in 6 easy steps. Whether you're looking from the point of view of a supplier, a lender, an investor or a potential employee, by the end of the course you'll be in a good position to make an assessment of how the business is performing, whether it is financially sound and what the future is likely to hold.

WHAT YOU WILL LEARN

- Understand the business
- Consider the ownership
- Analyse profitability
- Assess financial strength
- Look for red flags
- Draw your conclusions

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