# Advanced Finance for Non-Financial Professionals

18 January – 4 February 2027
Rome (Italy)



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## Introduction

The "Finance for Non-Financial Managers: Mastering Business Finance Essentials" course is meticulously designed for non-financial professionals aiming to gain a solid understanding of financial principles and practices. Over an intensive 3-week period, participants will delve into advanced finance concepts, mastering financial literacy for managers to enhance their decision-making skills and confidently navigate financial discussions. From interpreting financial statements to managing working capital and negotiating financial agreements, this course equips participants with the knowledge and tools to excel in leadership roles where finance for business leaders is crucial.

Whether you're exploring finance for non-financial managers training or seeking a financial decision-making course, this program delivers a comprehensive learning experience tailored to the needs of executives and professionals across industries.

## Course Objectives

By the end of this course, participants will be able to:

- Understand the fundamentals of financial statements and their components.
- Gain expertise in analyzing financial data for informed decision-making.
- Develop advanced skills in working capital management and budgeting.
- Learn capital budgeting techniques to evaluate investment decisions effectively.
- Enhance financial negotiation skills, particularly in compensation and settlement discussions.
- Build the confidence to apply financial literacy for non-financial managers in real-world scenarios.

## Course Outlines

### Day 1: Introduction to Financial Statements

- Overview of key financial statements.
- Understanding the accounting cycle.
- The five main accounts in financial statements.
- Purpose and significance of the income statement.
- Accrual basis vs. cash basis accounting.



## Day 2: Income Statement Analysis

- Exploring the components of the income statement.
- Measuring performance through revenues, expenses, and net income.
- Practical exercises on interpreting financial statements.

## Day 3: Balance Sheet Analysis

- Introduction to assets, liabilities, and equity.
- Assessing an organization's financial position.
- Practical application of business finance essentials.

## Day 4: Statement of Owners' Equity

- Understanding changes in equity over time.
- Analyzing the relationship between the balance sheet and equity statement.

## Day 5: Statement of Cash Flows

- Breaking down operating, investing, and financing activities.
- Using cash flow analysis for financial decision-making.

## Day 6: Financial Statement Integration

- Connecting income statements, balance sheets, and cash flow statements.
- The role of external and internal auditors in financial reporting.

## Day 7: Financial Ratios and Analysis

- Introduction to financial ratios: liquidity, profitability, and solvency.
- Practical exercises to evaluate financial performance.

## Day 8: Advanced Financial Ratios

- Applying advanced ratios to assess financial health.
- Understanding limitations in ratio analysis.

## Day 9: Trend and Comparative Analysis

- Benchmarking against industry standards.
- Conducting trend analysis to identify growth opportunities.



### Day 10: Working Capital Management Basics

- Strategies for managing current assets and liabilities.
- Balancing liquidity and profitability effectively.

### Day 11: Advanced Working Capital Management

- Advanced techniques for managing cash, inventory, and receivables.
- Case studies showcasing real-world applications.

### Day 12: Breakeven Analysis

- Fixed vs. variable costs and calculating contribution margins.
- Computing breakeven points and conducting sensitivity analysis.

### Day 13: Decision-Making with Breakeven Analysis

- Using breakeven analysis for pricing and cost structure optimization.
- Practical exercises in financial decision-making.

### Day 14: Budget Development and Control

- Steps to develop operating budgets.
- Implementing incremental and zero-based budgeting approaches.

### Day 15: Capital Budgeting and Financial Negotiations

- Introduction to NPV and IRR for evaluating investments.
- Strategies for negotiating financial compensation and settlements.
- Case studies on financial negotiations for business leaders.

## Why Attend this Course? Wins & Losses!

- Build Financial Confidence: Gain advanced finance professional skills tailored for non-financial professionals.
- Enhance Decision-Making: Leverage tools and techniques to make sound financial decisions.
- Achieve Certification: Work towards becoming a certified finance professional with a robust understanding of advanced finance.
- Practical Applications: Apply insights from real-world scenarios to drive organizational success.
- Leadership Preparedness: Develop essential skills for roles requiring finance for business leaders.



## Conclusion

This course is a comprehensive guide to mastering financial literacy for managers, designed to empower non-financial professionals with actionable insights and advanced knowledge. By focusing on finance for non-financial managers training, participants will be equipped to lead confidently, make data-driven decisions, and optimize organizational performance.

**If you're ready to transform your understanding of finance, enroll today to become a leader who navigates financial challenges with ease and contributes strategically to organizational success!**

