



## IM013:

### **Advanced Investment Appraisal Workshop:** *Improve your Decision-Making Skills with the Latest Forecasting and Evaluation Techniques*

## Training Description:

In today's challenging environment it is important for businesses to maintain their competitive position. They need to ensure that they are offering attractive, up-to-date, high quality products to their customers. A company that was successful in 2016 cannot assume that their success will continue through to 2020, unless they are prepared to make new investments on a regular basis.

This accessible workshop will guide you through the process of identifying and selecting new projects, preparing forecasts, and applying evaluation techniques, to ensure that only the best projects are approved for investment.

The training course will highlight the following elements:

- Identifying potential new projects that will fit with our medium- and long-term strategic plans
- Collecting relevant data and constructing financial forecasts relating to our proposed projects
- Applying and calculating four popular appraisal methods, Accounting Rate of Return, Payback Period, Net Present Value, and Internal Rate of Return
- Refining the investment decision by considering the impact of inflation, taxation, and limitation of funds
- Incorporating the effect of risk and uncertainty in the appraisal process

## Training Objectives:

By the end of the training, participants will be able to:

- ✓ Explain why it is important for us to link new investments to our strategic plan
- ✓ Identify and measure the expectations of investors and explain why these are important to the decision-making process
- ✓ Set up spreadsheets and apply the four main investment appraisal techniques to determine whether proposed investments are likely to be worthwhile
- ✓ Make necessary adjustments to incorporate the effect of inflation, taxation, and limited funds
- ✓ Apply various techniques for dealing with the effect of risk and uncertainty

## Training Designed for:

This course is intended for a wide range of professionals but will greatly benefit Management accounting staff, Strategic planners, Management consultants, Senior managers of any non-financial discipline, Entrepreneurs.

## Training Requirement:

"Hand's on practical sessions, equipment and software will be applied during the course if required and as per the client's request."

Contents can be adapted to your specific wishes. It is therefore possible to focus on specific modules of the training course as per client's learning needs and objectives. Further, it should be forwarded to us a month prior to the course dates.

## Training Program:

### FIVE DAYS:

- ❖ Identifying and Constructing Investment Proposals
  - Proposing and constructing a range of projects that fit our strategic objectives

- Setting up the accounting spreadsheet for ARR calculations
- Calculating the ARR and comparing with company ROCE
- Incorporating the time value of money – compounding and discounting
- Estimating the company Cost of Debt, Cost of Equity, and Weighted Average Cost of Capital
- Setting up the relevant cash flow spreadsheets for Payback, NPV and IRR calculations
- ❖ **Evaluating the Investment Proposals**
  - Calculating the Payback period, NPV and IRR from the cash flow spreadsheet
  - Adjusting the spreadsheets for the effect of inflation and taxation
  - Identifying the optimal mix of projects where funds are limited
  - Incorporating the effect of risk using probability analysis applications
  - Measuring the impact of forecasting error, using Sensitivity Analysis
  - Compensating for environmental uncertainty, using the risk premium, finite horizon, and certainty equivalent methods
- ❖ **Course Conclusion**
- ❖ **POST-ASSESSMENT and EVALUATION**

### Training Methodology:

This interactive training course includes the following training methodologies as a percentage of the total tuition hours:

- 30% Lectures, Concepts, Role Play
- 70% Workshops & Work Presentations, Techniques, Based on Case Studies & Practical Exercises, Gamification, Software & General Discussions
- Pre and Post Test

### Training Certificate(s):

CMCT Internationally recognized certificate(s) will be issued to each participant who completed the course.

### Training Fees:

**TBA as per the course location** - This rate includes participant's manual, hand-outs, buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

Note: The 5% VAT (Value Added Tax), will be effective starting 01<sup>st</sup> of January 2018 as per the new regulation from the UAE Government. The VAT applies for all quotation both for local and abroad.

### Training Timings:

#### Daily Timings:

|               |                               |
|---------------|-------------------------------|
| 07:45 - 08:00 | Morning Coffee / Tea          |
| 08:00 - 10:00 | First Session                 |
| 10:00 - 10:20 | Recess (Coffee/Tea/Snacks)    |
| 10:20 - 12:20 | Second Session                |
| 12:20 - 13:00 | Recess (Prayer Break & Lunch) |
| 13:00 - 14:00 | Last Session                  |

**For training registrations or in-house enquiries, please contact:**

**Aisha Relativo** - Training & Career Development Manager

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