

## Practical Multi-Discipline Training

# Methodology for Evaluating the Real Worth of Organizations

### 2 Week Training Workshop

#### ✓ Things you Need to Know Before Investing & Partnerships

#### A 2 Week Training Workshop

#### Workshop Content

This program provides you the Business Analysis tools to evaluate the real worth of organizations. Besides estimating organizational financial worth, Real worth includes the strategic assets of the organization. Understanding these strategic assets and converting them into \$ terms is an important part of this program.

This Program will discuss the following analysis issues and the best ways to solve the analysis problems...

- Real Worth requires making decisions based on
  - More than 1 Years Performance
  - ComWashington, DCon with its "Like" Competitors
  - Comparing "Like with Like"
- Real Skills lie in knowing
  - Which Figures to Use
  - Where to Find them
  - How to Judge the Result
- Sources of Data are many
  - Financial Statements
  - Non Financial Statements
- Comparing "Like with Like" becomes difficult due to variations between countries in
  - Laws
  - Regulations
- Rules
- Accounting Standards
- Codes of practice
- Going Concern Analysis
- Fully Owned Subsidiary Company
- Partly owned Subsidiary Company
- Intra-Group Trading
- Retained Profits
- Capital Gains
- Asset Valuation
- Potential Future Risks
- Profit and Cashflow generating capacity – Liquidity, Solvency
- Future Performance
- Currency Fluctuations
- Inflation
- Current Purchasing Power Accounting (CPP)
- Current Cost Accounting (CCA) – values assets using indices at Reference Date
- Original or Historic or Book Values
- Depreciation
- Replacement Value
- Valuations based on Going Concern
- Current Market Value or Disposal Value
- Accountant's Prudence
  - Better undervalue than overvalue assets
  - When in Doubt Write it Off

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- Prudent Accounting
  - Value Inventory at Lower of Cost or Market Value
  - Write Off Potential Bad Debts Immediately
  - If any doubt about some revenue recognize it only when it is collected in cash
  - Do not anticipate future income events in income statements
  - Provide for all known or anticipated (may lead to hidden reserves)
  - Liabilities
  - Losses
  - Recognize future losses as soon as they are known (suspected?)
  - Promise of a Large Order without a legally binding agreement can not be reflected in the accounting books or till ownership of goods is transferred to the customer
  - Asset value increase due to Inflation or currency can not be included as profit unless the asset sold
- Aggressive Accounting
- Income considered at time of Invoicing and not when goods delivered or payment received but recorded as accrual (money to be paid) or prepayment (advance)
- Multiple different ways to Account for Certain Transactions
  - Inventory Valuation Method
  - Depreciation Method
- Changes during the year/s of (see regulations)
  - Inventory Valuation Method Change
  - Depreciation Method Change
  - Terminology
- Classification of Costs
- ....Accounting Policy...
- Important and Material Information about the Company (from your/customer point of view)
  - How big impact is Material?
  - 2%, 5%, 10% Of what is being considered?
- Any Information obtained
  - Timeliness
  - Free from Errors
  - Unbiased
  - Complete
  - Clearly Relevant
- Variations in Accounting Standards
  - Financial Accounting Standards Board (FASB) of US
  - International Accounting Standards Committee (IASC)
  - International Financial Reporting Standards (IFRS)
  - Generally Accepted Accounting Principles (GAAP)
    - Laws
    - Stock Exchange Rules
    - Accounting Standards
    - Conventions
    - Concepts
    - Practices
  - US GAAP
  - EU 4<sup>th</sup> (1978) Directive Standard Accounting and 7<sup>th</sup> (1983) Directives Quoted Co Standard– Formats
  - German GAAP
- Stock Exchange Listing Requirements from Stock Exchange and Relevant Securities & Exchange Commission (SEC), requiring varied...
  - Reporting
  - Disclosure

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- Different Auditing Standards
  - Chartered Accountants of England and Wales (ICAEW)
  - American Institute of Certified Public Accountants (AICPA)
  - Large Audit Firms vs. Small Audit Firms
  - National Practices (GAAS and GAAP)
- Non Standardization of Chairman or CEO Statement or the Operating and Financial Review (OFR)
- Definition of “True and Fair View” of a Company’s Financial Performance and Position
- Different Legal Systems based on Common and Roman Law Countries
- Interpretations of “True and Fair View” is Dynamic
- Balanced and Objective Dynamics of Various Lines of Business
  - Risk Factors
  - Expectations of Future Changes
    - events
    - trends
    - uncertainties
- Rule about Data Compilations and Analysis: When in doubt do it yourself.
- Hindsight Factor
- Submission Requirements to Limited Company Registration Authority
  - Private Limited
  - Limited
  - Quoted Companies
- Publication Requirements
- Tax Requirements
- Stock Exchange Requirements for Listed Companies
- Regulatory Authorities
- Reports Required by Regulatory Authorities
  - Industry Specific
  - Environment
  - Safety
  - Labour
- Consolidated Accounts of Group Companies
- Parent Company Balance Sheet (Not in US)
- Corporate Governance
  - Combined Code (All UK Quoted Companies)
  - Hampel Code (1998)
  - Cadbury Code (1992)
  - Greenbury Code (1996)
- Good Governance & Best Practices
  - Going Concern
  - Independent Remuneration Committee
  - Directors Accounts Responsibility
  - Audit Committee – Review of Best Practice Compliance
  - Balanced & Understandable Assessment
- Various Compliance Statements to

### Sources of Data Covered Include

- Annual Directors Report
  - AGM Annual Report & Accounts
  - Legal Disclosure Requirements for AGM
- Auditor Reports
- Corporate Strategic Plan (If available)
- Accounting Reports

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- Stock Exchanges
- Securities and Exchange Commission (SEC)
- Foreign Company Additional Disclosure
- Chairman or CEO Statement or the Operating and Financial Review
- Director's Shareholdings
- Commercially Available Information about Organizations

### Workshop 1

- Outline Action Plan to Implement Program Communicated Good and Best Practices

### Workshop 2

- Advanced Topics? More Details on Some Above Issues Important for Participants (Customized for each Participant Group)
- Increasing Productivity through Using Standard Forms, Templates, Checklists to Perform the IP Processes
- Performance Management System to Measure Level of Performance in the Above Processes? we will develop the KPIs for the Above Processes
- Planning & Implementing a Departmental/Functional Knowledge Base? For IP Rights and Methods? Key to Achieving Quality Service Performance/Repeatability and Superior Performance in Our Organization
- Your Individualized Action Plan for Implementing Good Practices and Best Practices Discussed throughout the Program
- Enhanced Program Recommendations

### Program Outcomes and Take-Away/s

Euro Training is in the business of providing practical useful training programs. Programs that

1. Help the participant implement improvements in his organization.

2. Help the participant gain Multi-discipline understanding of the issues so that he can incorporate the needs and expectations of all his stakeholders/ customers in his improvement proposals and actions.
3. Help build a knowledge framework in which job related experience can be caught and remembered as his experience.

### Benefits to Organization

Sending participant/s to this program will benefit the organization in the following ways

1. Quickly makes the participants competent, effective and productive on his job. Useful especially for
  1. Training New employees
  2. Competency Building in Existing Employees Transferred to a New Assignment
  3. Training Prior to a New Project or Initiative Planned in the Organization
2. Create Competency in the employee to perform his job well. including in relation to
  1. Relevant Technical Knowledge, Skills and Competencies
  2. Organizations' Strategic Objectives
  3. Needs and Expectations of the Stakeholders/ Customers (internal & external)
  4. Good Management Practices
  5. Identifying opportunities to Exceed Stakeholder/ Customer Expectations
3. Create a pool of trained manpower who can cost-effectively disseminate the knowledge to large number of employees inside the organization. This is made possible by Euro Training's unique easy to understand and use methodology based on

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Checklist & Quality Assurance Approaches.

### Participant Individual Career Benefits

1. You gain a multi-discipline understanding of the issues. Meaning when you make proposals and decisions on your related job you will keep in mind the needs and expectations of ALL the stakeholders/customers (internal & external)
2. The action plan you take away will help you make a difference in your business unit or organization. This difference when added to your resume will make you a prime candidate for career advancement in your own organization or in your next job/s.
3. Understanding and acting with understanding of the Needs and Expectations of your stakeholders/customers is known to enhance Job Satisfaction and reduce Monday Morning Blues.
4. As one of your stakeholders/customers is Executive Management, therefore the program ensures you will know the Strategic Imperatives that Drive the Organization's Efforts in your relevant job area. In the process enabling you to make a leadership contribution.

### This Program is Intended for...

**Those new to the field** take away a good multi-discipline understanding of the issues involved in the program works. It helps them become productive quickly and builds in them a knowledge framework that will help identify, understand, classify and remember on the job experiences in his memory.

**More experiences participants** take-away an individualized action plan as mentioned elsewhere in this technical sheet.

**Implementation Teams:** This program can be used to train implementation teams where...

1. a new project or initiative being started in your organization
2. a new strategic focus is being initiated
3. just prior to a Consultant being hired to advise the organization.

Each participant will take away a memorable and potentially life changing experience from the program.

### Registration Recommendations

**Team Nominations:** Since the program aims to ensure the participants have his individualized improvement plan at the end of the program, and foreseeing the effort involved, anticipating resistance and implementation requirements it is recommended that the organization nominate **at least two participants together** (three will be more desirable to allow for attrition) for this program.

It is anticipated that these 2 or more participants will work together as a team or provide mutual support in order to implement the action plan.

**Single nominations** will also be accepted for the program. Single nominations are typically used to:-

1. Develop personnel skills in Critical Skills and Methodologies covered in this program.
2. Audit this program for deciding its content and methodology's effectiveness in meeting your organizational needs
3. Train individuals for Leadership Roles in Business unit or department. Here this program will help the participant coach and lead his team in these Critical Skills and Methodologies. (Program does not typically cover coaching skills but provides the related technical understanding in an easy to communicate manner. )

### Latest Program Dates

frw772@EuroTraining.com

www.eurotraining.com/bro/frw772.php

<b>REGISTRATION FORM</b>	
<b>Program:</b>	<b>Methodology for Evaluating the Real Worth of Organizations Workshop (FRW772)</b>
Location Where Attending:	
Program Dates:	
Whether Participant will Consider Alternate date if one requested is not available:	
Participant Name Prefix: Mr/Ms/Mrs	
Participant Name:	
Participant Job Title:	
Participant Department & Section:	
Participant Employer/ Company:	
Participant's Present Job Responsibilities:	
Participant Email Address:	
Participant Mobile Number:	
<u>Sponsored by:</u>	
Sponsoring Company:	
Job Title of Sponsoring Authority:	
Name of Sponsoring Authority:	
Email of Sponsoring Authority:	
Fax of Sponsoring Authority:	
Telephone Nos. of Sponsoring Authority:	
Web Site of Sponsoring Company:	
Invoice Reference:	
Invoicing Address:	

## REGISTRATION INFORMATION

1. To register: Please send us an official letter confirming registration (on organizational letterhead or Authorized Email).
2. Program Fee is
  - o USD \$8,900 per participant and includes Course Materials, Certificate, Refreshments and Lunch. (Fee at London, Paris and Kuala Lumpur is \$9,790 per participant)
3. Accommodation & Taxes/VAT (if applicable) is not included in Program fee. Special rates will be available at venue hotel for the participants.
4. Special discount of 10% is offered for participants who pay their fees at least 45 days before start of the program.
5. Refund will not be considered where the participants cancels his registration less than 3 weeks before start of the program. Alternate nominations will be allowed anytime before program start.
6. All participants are required to fill in Participant Information form - on first day of the program. Each program Undergoes Customization to Better Meet Participant Present and Future Career Needs. Please be prepared to let the Instructor/s know about your organization's Special Needs, Interests or Initiatives.
7. It is always useful for participants to bring their existing problems or case studies, work-process flow charts or job related problems for discussion - consideration will be at sole discretion of the program director/s.
8. Provisional Registration : You can make a provisional registration by sending us an email – an official registration request can be made within 2 weeks. This will ensure we will reserve a seat. All provisional registrations automatically cancel 2 weeks before program start.
9. Please note: No Live Voice Requests for Registration or Provisional Registrations.