



# SINDALL · JACKSON

S I N D A L L · J A C K S O N · A S S O C I A T E S

## MANAGING FOR FINANCIAL SUCCESS AND SHAREHOLDER VALUE

*What every manager should know about business finance*

This two-day action-oriented workshop is conducted as a business meeting for executives and managers who are responsible for creating value for shareholders and investors.

In a highly interactive event, participants address:

- critical business issues facing your company and its managers
- actions your company can take to deal with the issues
- key leverage points where small measures will make large improvements
- decisions and actions each manager must take to achieve their goals.

All discussions, analyses, and examples are based on your products, markets, financial objectives, and financial reporting system

### WORKSHOP OBJECTIVES

When managers complete this workshop they will:

- understand shareholder value and how it is created, and know why it is important to create value for your shareholders
- understand the financial reports of your group, and use them to identify potential problems and opportunities
- know how your division uses financial metrics to measure profitability and manage the company
- know how your organization's goals and strategies support profit and growth goals
- understand how your decisions and actions affect financial results and shareholder value
- have a list of high impact actions you can take to create financial success and shareholder value
- know the value of working as business partners with your finance organization in all phases of creating shareholder value

### CLIENTS INCLUDE

- Infineon Technologies AG, Munich
- Texas Instruments Inc, Nice
- Lennox Industries Inc, Dallas

### WORKSHOP OUTLINE

*The workshop is customized to meet the exact requirements of each client. This two-day outline is shown as an example only:*

- importance of creating value for customers and shareholders
- shareholder value and value drivers
- understanding financial reports
- ROA and ROE analysis of your latest corporate financial results
- role of cash flow in creating shareholder value
- your latest divisional financial results
- analysis of your divisional financial results using your specific metrics
- divisional cash flow
- understanding Cost of Capital
- your objectives, priorities and strategies
- creating shareholder value through revenue
- creating shareholder value by reducing/controlling costs and expenses
- creating shareholder value by managing assets
- using discounted cash flow to evaluate investments in new business opportunities

*“One of the best workshops I have ever attended” Ulrich Schumacher, CEO, Infineon Technologies AG*

S I N D A L L · J A C K S O N \* A S S O C I A T E S · L I M I T E D

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