



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

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1 Beechurst Avenue • Cheltenham • GL52 6TY • UK

Tel: +44 (0)1242 222181 • Fax: +44 (0)1242 226383 • www.sindalljackson.co.uk • info@sindalljackson.co.uk