



# IIM

भारतीय प्रबंध संस्थान विशाखपट्टणम

Indian Institute of Management Visakhapatnam

**(a) Program Title: Finance for Decision Making**

To achieve success, it is imperative that all executives in the organization understand various aspects of financial management, so that they are more effective in their work, irrespective of their roles and functions. Since executives in non-finance areas do not normally have a financial background and understanding, organizations would stand to benefit if such functionaries are provided with necessary financial skills and vocabulary. The Program accomplishes this in an easy-to-understand manner, to help the participants widen their appreciation and clarity regarding the process of financial decision-making in organizations.

**(b) Program Topics:** The broad topics/themes covered would be:

- Understanding Interpreting financial statements that drive corporate performance.
- Cost behavior, cost management and cost control tools for better decision-making.
- Methods of capital budgeting and investment decisions along with project risk analysis.
- Working Capital analysis and management.
- Basics of strategic financial decision-making and understanding of financial markets

**(c) Program Objectives:** It is envisaged that after attending this Program, participants would be able to:

- Gain an appreciation for the precepts and practices in the domain of financial management;
- Acquire knowledge of the important financial tools and techniques;
- Acquire skills necessary to transit into higher leadership roles;
- Contribute more effectively to organizational decision-making (strategic and tactical).

**(d) Target Audience:** The program is for executives from middle management / functional heads from Non-financial domains like production, engineering, sales, marketing, IT and HR. It would be also beneficial to the entrepreneurs and consultants from non-finance domain.

**(e) Pedagogy:** Lectures, Discussions, Case Studies, Spreadsheet-exercises, Management games/simulations.

**(f) Program Dates:** Feb 20-22 (Thurs-Sat), 2020

**(g) Program Fee:**

- Residential: Rs.45,000/- + GST (18%)
- Non-Residential: Rs.36,000/- + GST (18%)

Each subsequent participant (i.e. 2<sup>nd</sup> participant onward) from the same organization (irrespective of the office/unit/location/plant where the participant is working) would be eligible for 10% discount, provided the program fee for all participants in full is credited into the bank account of the Institute before the commencement of the Program.

**(h) Program Director(s):**

- Prof. Mohammed Shameem Jawed ([msjawed@iimv.ac.in](mailto:msjawed@iimv.ac.in)); 0891-2824 448
- Prof. Kaveri Krishnan ([kaveri@iimv.ac.in](mailto:kaveri@iimv.ac.in)); 0891-2824 476

**(i) Last Date for Nominations:** Feb 05, 2020

**(j) Contact Details:** For further details on the Program, please contact as follows:

- On the Program content, coverage etc. (i.e. academic matters): Program Director(s)
- On the administrative matters: Mr. Tapas (+91 - 70082 43319; 0891-2824 478); Mail: [mdpoffice@iimv.ac.in](mailto:mdpoffice@iimv.ac.in).

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