

# Advanced corporate management

Hands-on course of 3 days - 21h

Ref.: MOG - Price 2024: CHF2 100 (excl. taxes)

## EDUCATIONAL OBJECTIVES

At the end of the training, the trainee will be able to:

Manage costs and determine the right sales prices for your products or services

Calculate margins and determine break-even points

Monitor your business with scorecards and scoring methods

Create, link, and control various budgets

## THE PROGRAMME

last updated: 01/2018

### 1) Analyzing the company and its environment

- Analyzing the economic context.
- Analyzing global demand.
- Analysis of trends.
- Distinction between general and cost accounting.

### 2) Analyzing its costs

- Introduction to cost accounting.
- Analyzing items to incorporate into costs.
- Hierarchy of costs and determining profit/loss.
- Handling indirect expenses: The cost center model.
- Variable expenses/fixed expenses.
- Cascading costs method and ABC method.

*Hands-on work* : Case study Determine the sales price of products by properly managing their costs.

### 3) Optimizing your margins and profitability

- Calculating costs, margins, and break-even point.
- Breaking even: How to calculate and optimize it.

*Hands-on work* : Define the break-even points of products or services. Categorize the expenses as fixed or variable.

### 4) Monitoring your business: The scorecard

- The scorecard as a key decision factor.
- Action variables. Alert thresholds.
- Result indicators and performance indicators.
- Questioning whether the indicators are meaningful.
- Making an impactful comment using the scoring method.

*Hands-on work* : Monitor the company using multiple scoring methods. Assess the company's profitability and solvency.

### 5) Identifying growth opportunities

- Studying internal and external variables.
- Spotting market trends.
- Analyzing activity.

## TRAINER QUALIFICATIONS

The experts leading the training are specialists in the covered subjects. They have been approved by our instructional teams for both their professional knowledge and their teaching ability, for each course they teach. They have at least five to ten years of experience in their field and hold (or have held) decision-making positions in companies.

## ASSESSMENT TERMS

The trainer evaluates each participant's academic progress throughout the training using multiple choice, scenarios, hands-on work and more. Participants also complete a placement test before and after the course to measure the skills they've developed.

## TEACHING AIDS AND TECHNICAL RESOURCES

- The main teaching aids and instructional methods used in the training are audiovisual aids, documentation and course material, hands-on application exercises and corrected exercises for practical training courses, case studies and coverage of real cases for training seminars.
- At the end of each course or seminar, ORSYS provides participants with a course evaluation questionnaire that is analysed by our instructional teams.
- A check-in sheet for each half-day of attendance is provided at the end of the training, along with a course completion certificate if the trainee attended the entire session.

## TERMS AND DEADLINES

Registration must be completed 24 hours before the start of the training.

## ACCESSIBILITY FOR PEOPLE WITH DISABILITIES

Do you need special accessibility accommodations? Contact Mrs. Fosse, Disability Manager, at [psh-accueil@ORSYS.fr](mailto:psh-accueil@ORSYS.fr) to review your request and its feasibility.

- Defining a capital project.
- Evaluating its actual cost.
- Studying economic profitability.
- Determining selection criteria.

*Hands-on work : Comparing the net present values and internal rates of return of several capital projects.*

#### 6) Budget tools

- Creating and linking budgets: Sales, production, procurement, corporate services.
- Case study Anticipate changes in cash flow using budget forecasts.

#### 7) Budget control

- Deviation analysis: Identification, measures, corrective actions.

*Hands-on work : Case study Creating new 3-, 6-, and 9-month budget pictures.*

## DATES

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### REMOTE CLASS

2025 : 12 Mar, 04 Jun, 10 Sep, 31  
Dec