

Nth Degree Learning, LLC: Basic Course Offerings

(Customized Variations of the following two courses are offered depending on the specific requirements of the client.)

I. Finance for Non-Financial Managers and Professionals: A Generic Content Outline

Note: This material can be covered in either a one-day or a two-day format. Typically, topics V and VI are covered in a two-day program. However, if a client wishes to focus on the effective management of a cost center and the making of solid investment decisions, then topics V and VI are given greater emphasis in either a one-day or two-day class.

- I. Introduction
- II. Basic Concepts in Accounting and Finance”
- III. Putting It All Together: Financial Ratio Analysis)
- IV. Cash Flow Analysis
- V. Tools of Financial Analysis)
- VI. Understanding and Managing a Cost Center Budget

II. UNDERSTANDING FINANCIAL ANALYSIS AND STRATEGY: A Business Simulation Experience

Note: This is a program that teaches the fundamentals of financial analysis and strategy using interactive classroom lectures and a business simulation exercise. This program requires a minimum of two days. Some clients prefer to run this in a two-and-a half or three-day program. Over the course of the two days or more, participants are introduced to the important concepts of finance while at the same time applying this knowledge immediately to the strategic challenges of the running their own business.

Topics to be Covered in the Interactive Lectures on Finance and Strategy

Typically, over the course of a two to three-day program, there are 7 decision periods approximately one hour in length plus two or three coaching modules conducted by a simulation facilitator. We conduct four to five sessions on finance and strategy scheduled among the team decisions periods. The following topics are generally covered in these sessions.. The weighting of material towards strategy or finance will depend on the client company’s needs. For example, more topics on strategy can be used in addition to or as a substitute for finance topics.

- I. Introduction to Basic Concepts in Accounting and Finance
- II. Financial Ratios
- III. Financial Analysis of the Participants’ Company
- IV. Linkage of Finance and Strategy:

Business Simulation as a Tool for Developing Leadership and Team-Building Capabilities

The business simulation exercise is much more than just a way of reinforcing finance and strategy. Our experience in running scores of these programs for companies of all sizes and industries is that the process of setting strategy, making decisions, and monitoring the results is an excellent vehicle for developing leadership and team-building. Furthermore, negotiation, presentation, and communications skills are also greatly enhanced as the participants progress through each decision of the simulation. In our view, it is no coincidence that the teams that end up in first or second place in the exercise also exhibit the best teamwork or have very effective leadership among certain members of their group.

Example of a Three-Day Program:

Finance for Industry Managers:

TIME	SUNDAY	TIME	MONDAY	TIME	TUESDAY	TIME	WEDNESDAY
		8:00	INTRODUCTION TO THE PROGRAM Fundamentals of Finance <u>Lecture/Discussion</u>	8:00	Team Decision #3	8:00	Team Decision #5
		10:00	COFFEE BREAK	10:00		-	10:00
		10:20	Principles of Strategy <u>Lecture/Discussion</u> DEBRIEFING/SUMMARY	10:15	Financial Ratio Analysis <u>Lecture/Discussion</u> -	11:00	Team Decision #6
		12:00	LUNCH	12:00	LUNCH	12:00	LUNCH
		1:00	Business Simulation Introduction - Team Decision #1	1:00	Cash Flow Analysis <u>Lecture/Discussion</u> -	1:00	Applications to the Telecom Industry
						2:00	Team Decision #7
	Registration	3:15	BREAK	3:45	BREAK	3:00	BREAK
	3:00 PM to 5:00 PM	3:30	Team Strategy and Team Decision #2 -	4:00	Team Decision #4		Preparation Debriefing of the Simulation
		5:00			5:00		4:00
6:00	DINNER	6:30	DINNER	6:30	DINNER		