



IFP LEARN

Financial Planning & Analysis



FINANCIAL ACUMEN: FP&A ESSENTIALS SERIES

- FP&A Essentials
- The New Analyst: Essential Skills and Goals for New Corporate Finance Professionals

**FINANCIAL ACUMEN:**
FP&A ESSENTIALS SERIES**FP&A Essentials**

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**COURSE LENGTH**

Five 2-Hour Virtual Sessions or
One and a Half-Days In Person

DESCRIPTION

The financial planning and analysis profession has experienced rapid growth over the past decade, and there is a significant amount of knowledge required to perform at the highest level. Finance professionals who are able to transform data into actionable knowledge are in demand. In this five-part course, explore key topics in FP&A that will help you excel in your job and drive the organization's future growth.

LEARNING OBJECTIVES

- Address the way the strategic value proposition interacts with the specifics of the organization
- Learn about the factors that influence product demand and pricing, types of cost, cost allocation and cost-volume-profit analysis
- Determine crucial aspects and analyze information
- Discover what is needed to assemble data and build forecasts that drive the various functions in an organization
- Learn how to interpret and use financial projections
- Review best practices and understand how to use relative, absolute and mixed references

AGENDA

- Session 1: Strategy, organization, industry
 - FP&A's connection to overall strategy
 - Strategy development
 - Interactions between industry, value drivers, and business strategy
 - Links between strategy and the modeling process
- Session 2: Planning and analysis of budgets
 - Demand and price elasticity
 - Cost behavior patterns
 - Cost classification
 - Cost-volume-profit analysis, scenarios and sensitivity analysis
 - Variance analysis of budget and actual results
- Session 3: Overall modeling process
 - The process of determining the desired outputs, gathering data
 - Identifying outliers in the data
 - Refining assumptions and scope
 - Developing scenarios
 - Analyzing risks and opportunities
 - Model building and design

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- Session 4: Building financial projections
 - Forecasting methods
 - Financial statement projections
 - Valuing projects
- Session 5: Worksheet & worksheet functions
 - Syntax for common worksheet functions
 - Pivot tables
 - Arrays and array formulas
 - Data validation
 - FP&A exam spreadsheet functionality



FINANCIAL ACUMEN: FP&A ESSENTIALS SERIES

The New Analyst: Essential Skills and Goals for New Corporate Finance Professionals

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COURSE LENGTH

Three 2-Hour Virtual Sessions or
One Full Day In Person

DESCRIPTION

The business world is changing and so are the qualifications of new financial analysts. The formal education analysts receive before entering the workforce is the best it has ever been, but there are still major gaps that exist when embarking upon that first job in finance. Ask experienced FP&A professionals where their practical learning occurred, and many will acknowledge it wasn't in school—it was on the job.

This interactive course serves as a first step in on-the-job training for new analysts. Participants start with an introduction to the ins and outs of FP&A. Gain skills you can immediately apply to your new position and learn what questions to ask your new employer about systems, procedures and resources. A relatively new field in finance, FP&A is the most forward-looking and strategic, as well as one of the most exciting and growing.

LEARNING OBJECTIVES

- Understand the roles and responsibilities of FP&A practitioners
- Identify key areas of professional development, especially when it comes to finance's place in data and systems
- Learn key questions to ask a new employer regarding FP&A business partnering and your strategic role in the organization

AGENDA

- Unit 1: getting your feet on the ground
 - Key job tasks for analysts in following roles
 - Treasury management
 - Cash management
 - Risk management
 - Internal audit
 - Credit management
 - A/R management
 - A/P management
 - Tips for getting better
 - Understanding the organization & working with business partners
 - Improving your efficiency
 - Setting your career trajectory
 - Different career timelines

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- Unit 2: Systems and processes
 - What you will use?
 - Common systems: SAP/Oracle/etc.
 - Resources
 - Tips for how to learn the systems
 - Analysis principles
 - Basic principles in financial analysis systems
- Unit 3: Back to the basics
 - Working in Excel
 - Spreadsheet problems
 - Cash flow forecasting
 - DCF Analysis and project finance
 - Tips for improving analysis and using Excel's features
 - Modeling skills
 - Forecasting, tracking, analysis of KPIs
 - Statistics review and overview of statistics packages
 - Visualizing data and delivering results
 - Ratios
 - Understanding ratio analysis
 - When to apply ratio analysis
- Unit 4: Getting ahead - advanced analysis and tips
 - Advanced problems
 - Difficult Excel problems
 - Advanced scenarios
 - Looking ahead
 - Skills you need to be a manager
 - How to develop those skills