

OFFICE

STR. CALOIAN JUDEȚU, NR.3A,
SECTOR 3, BUCUREȘTI, COD 031111

PHONE

+4 021 326 81 70

FAX

+4 021 326 81 70

EMAIL

INTERACT@I-INTERACT.RO

WEB

WWW.I-INTERACT.EU

TODAY'S ENTREPRENEUR™



The Course

The course is aimed at all employees who need knowledge to operate an SME. It will teach you to manage a business taking into consideration all its functions from production to marketing, sales, human resources, research and development and finance.

The business `simulation ` gives participants a comprehensive understanding of the operations involved in running a department or an SME.

Today's Entrepreneur exposes participants to the realities of managing a business and introduces the necessary actions in order to ensure its success. The simulation develops the entrepreneurial thinking skills necessary in the contemporary business environment.

Learning outcomes

- Identify and measure the drivers of business performance and analyze the impact of actions on business performance, such as Shareholder Value and ROCE.
- Identify and analyze market opportunities and implement market strategies.
- Analyze Income Statements using diagnostic tools such as vertical and horizontal trend analysis, financial ratios and benchmarking.
- Differentiate between types of costs according to behavior (fixed and variable), allocate costs and conduct breakeven analysis.
- Draft Income Statements, Balance Sheets and Cash Flow Statements using a given format
- Prepare revenue and cost budgets, including analyzing and understanding the different drivers of revenue and cost budgets

Course details

Minimum 16, maximum 20 participants in a group

Period: 3 days, from 9:00 to 17:00

Trainers: Georgeta Dendrino, Stefan Palarie

AGENDA

1. DAY ONE

- Introduction and Course Objectives
- Introduction to the Board and Manual
- Introduction to the Rules and Set Up
- Opening Balance Sheet
- Company Names and Positions
- Q1 Checklist
- Q1 Accounts
- Balance of Rules
- Planning – Handout Q2 Order Schedule
- Quarter 2
- Q2- Accounts
- Q2 Results

2. DAY TWO

- Debrief Day One
- Integration
- Plan Quarter 3
- Run Quarter 3
- Results
- Budget for Quarter 4
- Run Quarter 4
- Results and Variance Analysis
- Vertical Trend Exercise

3. DAY THREE

- Debrief
- Client Company Vertical Trend
- Plan Quarter 5
- Run Quarter 5
- Quarter 5 Results
- Cash Flow Analysis
- Return on Investment Module / Shareholder Value/Quarter 6