

FINANCE FOR BUSINESS ADVISERS

A two-day Professional Development Programme
approved by the Institute of Business Advisers

*“Thoroughly enjoyed the course”
“Much more informative and enjoyable than expected”
“Tutor was very good” “ Very stimulating course”*

COURSE AIMS

A programme to enable Business Advisers and Counsellors etc to gain a greater awareness and understanding of financial management within the SME sector.

OBJECTIVES

At the end of the programme participants will be able to:

- Appreciate the difference between income/expense accounts
- Prepare a profit & loss statement and balance sheet and understand their format
- Identify the break-even point of the business using graphical analysis
- Understand, interpret and calculate performance ratios
- Appreciate the advantages and hazards of borrowing money and the need for good financial controls
- Use accounting information to assist clients with business planning, decision making and controls

CONTENT

This programme is a highly participative event involving group, syndicate and individual working sessions. Practical case studies and videos will be used to support the learning. This programme is mapped against the SFEDI standards for Business Support.

TARGET AUDIENCE

Business Advisers, Business Counsellors, Mentors, Trainers, Network Brokers and Specialist Advisers working within a business support environment e.g. Business Links, Learning & Skills Councils, Enterprise Agencies, Chambers of Commerce, Local Authorities, EDU's Banks, Independent Consultants etc.

ESA BUSINESS DEVELOPMENT

ESA Business Development is an approved IBA training provider with an established and proven track record. All ESA trainers are members of IBA and have a wealth of experience, knowledge and occupational competence relevant to the programme subject. Feedback from previous delegates is available at www.esaonline.co.uk

This workshop qualifies for 14 hours of Continual Professional Development and delegates receive an official IBA certificate upon completion.

Delegate fee from £350.00 (+ vat) inclusive of all training material, refreshments and certification.

Please telephone **free** on **0800 6199155** for details of dates/venues and to discuss in-company training.





approved training provider

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PROGRAMME CONTENT

Timetable	Day One	Day Two
Start	09.30	09.00
Lunch	12.30 - 13.15	12.30 - 13.15
Finish	16:30	16:00

Programme timetable may vary depending upon the number of participating delegates but all content will be covered.

ESA reserves the right to modify and update programme content in order to reflect the SFEDI / Business Link standards, customer feedback and best practice.

Day One

Introductions
Aims and Objectives
Profit or Cash
Non-Trading Accounts
Recording Profit
Recording Loss
Preparation of Balance Sheet
Uses of Balance Sheet
Limitations of Balance Sheet
Summing up
CLOSE

Day Two

Re visit Day 1
Marginal Costing
Produce or Not?
Break Even
Key Performance Measurement
Exception Analysis
Sources of Funds
Choosing the right one
Business Planning
Decision Making
Controlling
Summing Up
CLOSE

This programme is available as a stand alone item or as an optional module of **the 5 Star Adviser** – a SFEDI endorsed training and assessment programme

Please telephone **free** on **0800 6199155** for details

the 5 Star Adviser
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endorsed programme



approved programme