

FINANCIAL TRAINING DIRECTORY



FINANCIAL
TRAINING
CORPORATION



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LEADERS IN BESPOKE ORGANISATIONAL INTERVENTIONS THAT DRIVE REAL BUSINESS GROWTH.

The Financial Training Corporation is a leading provider of end-to-end solutions, ranging from supporting strategy development, world class learning solutions and effective HR management.

We enable our clients to become increasingly effective and to generate value through the strategic investment in people and an innovative approach to business processes and learning.

Our team has experience in designing and delivering global learning programmes and tailor made solutions for a number of South Africa's largest multinational organisations.

Our team has proven training and business expertise and knowledge.

We tailor make each programme to meet the needs of our clients, using:

- A blended learning approach which enables access to different delivery modes aimed at maximising development
- Innovative tools and techniques which provide participants with an opportunity to make real progress on real work issues
- Entrepreneurial flair and proven learning and development capability
- We review and update all programmes on a regular basis to ensure the continuing quality of our work



▶ **FTC AND BDO**

With effect from the 1 May 2011, BDO acquired 51% of the share capital of the Financial Training Corporation (Pty) Ltd. This will allow the two organisations to share resources and enable you to enjoy all the other synergistic benefits offered by the merger.

Key statistics:

- Over 650 partners and staff
- 4 offices : Cape Town, Durban, Johannesburg and Pretoria
- Level 8 BBBEE contributor
- Partner status with the SAICA (ETQA)
- Advisers with a global reach, but local expertise and relevance
- Clear, established communication processes

**WE SHARE A COMMON
CULTURE AND PASSION TO
PROVIDE A QUALITY SERVICE
BASED NOT ONLY ON
TECHNICAL EXPERTISE, BUT
ALSO ON BUSINESS SENSE,
COMMERCIAL AWARENESS
AND LOCAL KNOWLEDGE.**

THE EFFECTIVENESS OF OUR APPROACH HAS BEEN CLEARLY DEMONSTRATED BY THE STRENGTH OF OUR RELATIONSHIPS THAT HAVE LASTED FOR SEVERAL YEARS.

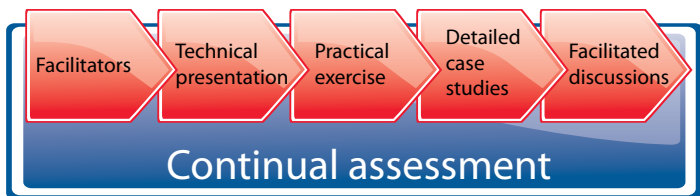
▶ A TAILORED APPROACH

We understand that the delivery of an adequately scoped, focused, effective and timely training programme is key to meeting your needs. Our approach is tailored to ensure that we deliver this to you.

We will apply our significant experience of developing and delivering training programmes, to ensure that you have the right technical and project management expertise at your disposal.

As a client, our involvement with you will not be limited to when we are delivering the programmes. Stuart Noble will be in regular contact throughout the year to keep you up to date on market issues and accounting developments – as well as dealing upfront with potential issues in a timely manner.

We will use a tailored approach to develop and deliver all programmes:



All programmes will be aligned to the relevant unit standards and accredited at the request of the client.

▶ OUR EXISTING PROGRAMMES

We have a number of tried and tested programmes that may be tailored to your specific needs. These include the following:



Details of each of the programmes available can be found on the pages that follow.

If you require additional programmes, we would be glad to discuss these requirements with you. We have a large number of specialist people within the organisation that are able to develop a tailor made solution to meet your specific needs.

Financial Management

Personal finance

A programme targeted at the elementary workers level to enable them to understand the basics of developing a personal budget, maintaining a bank account, controlling debt and planning for retirement.

Finance for Non-financial Management (Level 1)

A programme that enables the delegates to gain a basic understanding of the financial statements, the way that risks affect these statements and how to analyse the information.

Driving performance – Finance for Non-financial Management (Level 2)

A programme that enables the delegates to gain a working knowledge of their Profit and Loss statement and how to use analysis and variance tools to improve the bottom line. Makes extensive use of the strategic profit model, the strategic resource model and drivers of financial performance.

Excellence in financial execution – Finance for Non-financial Management (Level 3)

A programme that examines the global trends in business and then focuses in on how to implement the business strategies to deliver excellent financial performance using the relevant tools.

International Financial Reporting Standards

A series of programmes that focus on the understanding and application of the International Financial Reporting Standards (IFRS).

Strategic Management

Understand how a business operates

This course enhances the delegate's commercial awareness and enables them to understand the 'big picture' in order to anticipate customer, commercial and market trends. It also provides realisation of the impact and importance of business decisions on cash, profit, revenue and share price in the short, medium, and long term.

Introduction to strategy

A programme that enables the delegates to use vision to inspire and influence people to achieve business results. It also introduces a number of tools and techniques that can be used to define strategy and considers various approaches to the challenges in business today.

Advanced strategy

A programme that enables the delegates to set cohesive strategy and to execute that strategy by aligning people and processes. It also provides an understanding of the link between strategy and organisational success, providing familiarity with a framework for strategic and corporate planning. This interactive and highly participative event gives the delegates a chance to practice their strategic thinking skills through a business simulation.

Balanced scorecard

A selection of programmes that provide an understanding of the balanced scorecard methodology and how this can be implemented in the business environment.

Corporate Governance and Risk Management

Introduction to corporate governance

A programme that introduces the basic concepts of corporate governance and focuses in on a code of business principles and the implications thereof.

Risk management

A programme that introduces the concept of risk, the need to manage risks and the tools and techniques that will be used to identify, assess and mitigate the risks. The Sarbanes Oxley requirements may also be introduced at this level depending on the client's requirements.

Credit management

A programme that provides the delegates with a working knowledge of the concept of credit. Tools and techniques to manage credit and the external factors that impact on the customers ability to pay.

Sarbanes Oxley

A programme that enables the delegates to gain a working knowledge of requirements to implement and comply with the requirements of Sarbanes Oxley.

Other programmes

Our other programmes include the following:

- Companies Act – Overview of the changes and the implications thereof.
- King 3 – Overview of the code and implications thereof.

Taxation

VAT School

A programme that provides practical, commercial and to the point advice on the issues faced in a fast-changing business and tax environment and includes topics such as Invoicing and documentary requirements, Time and value of supply, Adjustments, Apportionment, Exemptions and zero ratings, Agents and Deemed supplies.

Transfer pricing

A programme designed to provide the delegates with an understanding of the SA transfer pricing legislation and application thereof with working examples. The workshop would encompass transfer pricing principles and application from a global perspective demonstrating international principles and relevant case law. Transfer pricing opportunities and pitfalls in light of the current recessionary environment will also be examined.

Tax update sessions

A tax update session provided after the changes that are announced during the budget speech are promulgated.



Organisational Design and Change Management

Introduction to process management

A programme that introduces the concepts of business processes and how these processes are aligned to the implementation of corporate strategies.

Process redesign

A programme that enables the delegates to gain a working knowledge of the tools and techniques used to document processes, assess the effectiveness of the processes and to design and implement process improvement opportunities.

Change management

A programme that enables the delegates to gain a working knowledge of the tools and techniques that could be applied during the different stages of personal, team and organisational development. The course can be broken into three principle modules: Self, Team and the Organisation.

Project Management

Introduction to project management

A programme that provides the delegates with an understanding of the principles of project management to enable them to actively and effectively participate in projects. The programme also introduces the tools and techniques required to Develop teams, Plan a project, Manage stakeholders, Communicate effectively and monitor implementation.

Leading effective projects

A programme that enables the delegates to gain a working knowledge of the tools and techniques required to design and manage effective project implementation.

▶ VALUE FOR MONEY

Each of our courses are structured to suit your individual needs, and in tailoring them for you we carefully consider the need to provide you with value for money and at the same time give us a commercial return for our time and expertise. We believe the fees we quote form a competitive base for inflationary increases in future years. All fee proposals are discussed in detail and agreed to prior to the commencement of any training. Our fees exclude value-added tax (VAT) and any disbursements - such as any travel and accommodation costs - that will be incurred as part of our work. Such disbursements are recharged at cost, and no mark-up percentage or handling fee is charge in this regard.

Training is an integral part of skills development, and we want you to feel comfortable talking to us about your needs and requirements. We do not charge for any initial training needs assessments, and also recognise that you may have ad hoc queries in relation to the learning requirements of your organisation and other matters. We welcome these conversations and will not charge for that time which we regard as an investment in developing our relationship with you.



▶ PROMISES YOU CAN HOLD US TO

Our commitment to you is that of exceptional service delivery, and the promises below get right to the core of what makes our training approach truly distinctive.

- Our process of carrying out a detailed learning needs analysis prior to recommending any course means our team of presenters have an in-depth knowledge of your business. The presenters that develop the training will be the same ones delivering the course.
- Our team of presenters all have extensive business and presentation experience, which means you get a tailored solution delivered by suitably-qualified people.
- Where possible, we strive to incorporate real-life learning situations from within your organisation, thereby making the solutions more relevant to your business.
- All materials and training programmes will be developed in consultation with the people who actually do the work within your organisation.
- All courses will be developed and presented on time. Every time. We will commit whatever resources are necessary to achieve agreed deadlines.
- We are an ideas organisation, and aim to develop innovative programmes that make learning relevant and fun.
- We are 'straight-shooters'. If we disagree with you, we'll say so but we'll have an alternative solution ready for you to consider.

We invite you to keep this page handy to refer to in future years



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Experience: Stuart was the technical director of KPMG Durban, before forming the Financial Training Corporation in 2001. Stuart has 16 years of experience as a director and has been involved in the development of bespoke organisational interventions that drive real organisational growth. He is a member of the South African Institute of Chartered Accountants, and is a committee member of the Fasset Seta. He has a varied client base, ranging from family owned businesses to multinational companies and presents training programmes throughout the world.

Expertise: Stuart has a real passion for sharing knowledge and information and produces exceptional bespoke training materials. He emphasises quality and his international experience makes him an asset to our organisation and clients. Stuart is currently specialising in International Financial Reporting Standards, International Standards on Auditing, Risk management, Strategy development and Project management. Stuart has been exposed to various industries such as shipping, retail, oil, insurance, and manufacturing.

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