The objective of this short workshop is to enable you to see where your firm stands compared to the industry; identify any problem areas; and to be able to look into the future with sound planning.

By understanding the operations—past and present—and the current final position, the participants will be able to make intelligent decisions about future course of action. They will also be able to understand the strengths and weaknesses of a firm in particular and the industry in general.

**TOPICS:**

1) Financial Statements
   a) Balance Sheet
   b) Income Statement
   c) Cash Flow Statement

2) Financial Statements Analysis
   a) Common – Size Balance Sheets
   b) Common – Size Income Statements

3) Ratio Analysis
   a) Short – Term Solvency or Liquidity Measures
   b) Long – Term Solvency or Leverage Measures.
   c) Asset Management or Turnover Measures.
   d) Profitability Measures.
   e) Market Value Measures.

4) The Du Pont Identity

5) Problems with Financial Statements Analysis

6) A Simple Financial Planning Model

7) The Percentage of Sales Approach

8) External Financing and Growth

9) Financial Policy and Growth

--- Read & Understand financial statement to make better decisions

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**Dates & Days:**
April 20–May 4, 2014
Friday & Sunday

**Timings:**
5:30–8:30 pm (Friday)
10:00 am–1:00 pm (Sunday)

**Venue:**
IBA City Campus
Registration form and Fee Voucher are available at our website:
http://cee.iba.edu.pk/BEnSDP.shtml

Fee is to be deposited in cash / pay order in any branch of FAYSAL BANK Ltd., A/C No. 110-2162113-006.
No fee will be accepted in cash/cheque at our office.

TRAINER’S PROFILE
Shabih Haider

An experienced teacher & corporate trainer, Shabih Haider with very long & diversified teaching & Industry experience, brings with him experience of conducting trainings on varied areas of Finance, Management, Sales & Mathematics for Center for Executive Education of IBA.

He has done customized as well as corporate & banking organizations, teaching experience of 15 plus years at Institute of Business Administration (IBA), Hamdard Institute of Management Sciences (HIMS), & Dow Institute of Health Management.

As an Electronics Engineer (NED) & an MBA (IBA), he also brings with him industry experience of 30+ years in senior positions at Zelin, NESPAK, Alcatel Projects, Alcatel BSD, Prime Enterprise, & various research and consultancy experiences.

Currently Shabih Haider is Financial Controller, Company Secretary & Management Advisor at Biogenics) & Visiting faculty at IBA.

SKILL DEVELOPMENT PROGRAM
Adding Skills to Experience

Target recipients:
* Managers operations and sales executives
* Executives and Consultants working in insurance companies
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