

Telecoms & Tech Academy

SCHOOL OF TELECOMS
& TECH BUSINESS

COURSE DESCRIPTION **FINANCIAL MODELLING FOR THE TELECOMS PROFESSIONAL**

Format:
Classroom

Duration:
3 Days

**KNect365
Learning**

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COURSE SUMMARY

HIGHLIGHTS

- **Trainers and programme directors that are experts, industry experienced, and highly accomplished training professionals.**
- **Participants gain practical strategies to design and construct and then effectively use robust telecoms financial models to evaluate strategic initiatives and projects.**
- **The training is conducted in an interactive form, based on the case study method commonly used by top international business schools, to ensure the learning is applied to your own organisational development using practical tasks and workplace assignments. It is supported with the latest industry analysis from Ovum with over 50 analysts, and on every continent.**

COURSE SUMMARY

This intensive and highly practical workshop will teach delegates how to design and construct and then effectively use robust financial models, including

- Identifying the Drivers of the intrinsic value of the company
- Model the Financial Statements - Balance Sheet, Income Statement and Cash Flow
- Model the Sensitivity of the intrinsic value of the company by flexing the Drivers
- Simulate the possible variability of the intrinsic value of the company using Monte Carlo Simulation.

The course curriculum has been developed and designed from research with actual industry practitioners and will, in just 3 days, give you all the tools and techniques needed to move from basic techniques to becoming a “blackbelt” in Financial Modelling. Participants will benchmark the most important telecoms KPIs, including your organisation’s key financial ratios centered on EBITDA, cash and profit, against the top 40 operators in order to understand the options for improving financial performance.

Delegates will gain enhanced capability and practical tools to:

- control and optimise costs and maximise the benefits from mergers and acquisitions
- Inspire change within your organisation
- Better manage cash-flow and profit,
- and develop forecasts to appraise investments and business cases

OUTCOMES & COMPETENCY DEVELOPMENT

At the end of the course, the delegate will be able to:

- **DISCOVER** the most efficient ways in planning, designing, structuring, cross-checking and auditing your financial models
- **CONSTRUCT** robust, reliable financial models that are easy to amend and maintain integrity
- **UNDERSTAND** advanced techniques and applications in financial modelling
- **LEARN** to measure, interpret and predict a company’s performance using advanced Excel financial models
- **IMPROVE** decision-making processes with better risk evaluation, sensitivity analysis and scenario modelling
- **SAVE** time on the analysis and manipulation of your financial models with keen insights from our expert
- **SOLVE** your real-life financial modelling issues and challenges
- **APPLY** powerful visualization techniques to deliver maximum impact when presenting your financial models
- **OPTIMIZE** financial models to ensure they are easy-to-use and well-documented in accordance with spread-sheet modelling best practice
- **PREPARE** financial models to address a variety of financial modelling scenarios

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Book over the phone

+44 (0)20 7017 4144

Book via email

training@telecomtechsacademy.com

COURSE CONTENTS

DAY 1

QUADRANT 1 - DRIVERS

Creating Practical Forecasts and Projections for the Model

- Forecasting with Excel's regression functions
- Excel's smoothing functions.
- Different approaches to business planning including deterministic and probabilistic models.
- Trends
- Regression analysis
- Smoothing techniques
- Seasonal analysis

Exercise: You will build a Sales Forecasting Model and assess its accuracy using the Mean Squared Error test

QUADRANT 2 – FINANCIAL STATEMENTS

Building a Financial Planning Model from Scratch

- Identifying potential **Driver** variables
- Initial Accounting Statements for a Financial Planning Model
- Building a Financial Planning Model
- Extending the Model to Year 2 and beyond

Exercise: You will reverse-engineer a conventional 3 statement financial model to include the Drivers tentatively identified.

DAY 2

Calculating the Intrinsic value of the Company

- Internal Rate-of- Return (IRR) and Modified Internal Rate of Return (MIRR) metrics that are required for informed financial decision-making.
- Using XNPV and XIRR
- Using XMIRR
- Mid-Year discounting

Exercise: You will add to the Model – calculating the intrinsic value of the company modelled

Analysing Key Financial Data and solving 'What If' problems to Optimise your Model

- Various approaches to what-if analysis, including: data tables, sensitivity analysis and goal seeking.
- Working on data tables - one-way and two-way
- Using Goal-Seek.
- Use of data tables in a marketing context.
- The power of the Solver function
- LP Simplex, GRG Non-Linear and Evolutionary Solver

Exercise: You will use the Data Table and Solver functions to optimise the Model

QUADRANT 3 - SENSITIVITY

Sensitivity Analysis Using SensIt

- SensIt Overview
- One Input, One Output
- Many Inputs, One Output Tornado
- Many Inputs, One Output Spider chart

Exercise: You will use the SensIt Excel add-in to test the sensitivity of the modelled company's intrinsic value to changes in the Input Variables

DAY 3

QUADRANT 4 – MONTE CARLO SIMULATION

Monte Carlo Simulation Using SimVoi

- SimVoi Overview
- Using SimVoi Functions
- Monte Carlo Simulation
- Random Number Seed
- One-Output Example
- SimVoi Output for One-Output Example

Exercise: You will use the SimVoi Excel add-in to perform simulations on the Model

Create your Own Model using the Quadrant System™

This task is a major opportunity to devise and create your own model, or improve an existing model from your own organisation.

If you do not wish to use a model from your own or-organisation, your trainer will provide you with data to create a model.

OUR TRAINING SERVICES

TELECOMS & TECH ACADEMY STRUCTURE

Our training programmes are delivered worldwide as part of the training and development plans of many operators, vendors, and service providers. The programmes cover a wide range of competency development requirements.

To ensure we meet the training needs of the industry as effectively as possible, we operate three schools:

School of Telecoms & Tech Business

Business training tailored to the telecoms industry, ranging from the intensive 5-day Telecoms Mini MBA to specialist leadership and marketing training.

School of Advanced Communication Technologies

Covering a multitude of technologies, these courses range from overviews aimed at nontechnical staff to in-depth engineering training.

Distance Learning

Our comprehensive suite of Distance Learning programmes provide an excellent opportunity to expand knowledge and build confidence.

OUR TRAINERS

We only use trainers and programme directors that satisfy the following three criteria:

- Experts in their field
- High level of industry experience
- Expert facilitators and training professionals.

All our trainers have undergone a rigorous election process and are subject to continuous monitoring and evaluation. Each trainer is accredited for specific courses or topic areas. Whether engineers or business experts, all our trainers are required to continue their own development within their specialist areas, and to broaden their industry view of trends, best practice and technology.

This is achieved by our on-going work with many tier 1 operators and vendors, and by full exposure to Ovum research and KNet 365 TMT worldwide events.

UNIVERSITY ACCREDITATION

Some of our programmes have been accredited by the University of Derby Corporate, an UK-based university highly acclaimed in the area of employer engagement. They are at the forefront of the drive to integrate highly focused industry-led training with the academic rigor and quality control of university-based education. Our comprehensive Advanced Telecoms Management Series have been accredited postgraduate level, with our extensive suite of Distance Learning at undergraduate level.

We would be happy to discuss extending accreditation to tailored ATMS or programmes based on our Distance Learning modules. Although accreditation is specific to these programmes, the work we do with the University of Derby enable us to develop and apply best practice across our portfolio.

CUSTOMISED IN-HOUSE

TRAINING

Telecoms & Tech Academy has worked with countless companies to deliver customised training programmes. We take time to understand your requirements, you'll work with our specialist training team to ensure that we deliver your perfect training programme for your business.

A customised training programme from Telecoms Academy ensures you get a course that precisely matches your organisation's needs, presented by a first-rate training organisation, with access to all the latest industry research and analysis.

WHY CHOOSE IN-HOUSE TRAINING FROM TELECOMS & TECH ACADEMY?

- Content can be customised to focus on the issues you want – work with us to develop the training course to match the exact needs.
- Unique industry research – from Ovum's team of industry leading analysts
- Expert trainers – our team of versatile trainers have the knowledge and experience to deliver a highly effective learning experience
- The most efficient way to train your staff – at the time and location to minimise disruption
- Flexible delivery options – with a range of instructor led, distance learning and virtual classroom formats available you can build a blended solution to maximise training effectiveness over the long term
- Pre- and post-course assessment – can be included in programmes to measure competencies and check on the required progress.

Contact us to discuss how we can build your perfect programme.



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