

SYLLABUS

Module Objectives

This course seeks to offer participants a fundamental understanding of financial management. It places emphasis on those essential concepts and analytical tools that executives would encounter and use in their day-to-day engagements. Specific attention is paid to the application of the attained concepts on spreadsheet.

Learning outcomes

On successful completion of this module, you will be expected to be able to:

- Understand the fundamental theories of finance
- Develop an understanding of the basic financing instruments
- Apply basic analytical techniques to various financial decision situations

Preliminary Tasks

All except one case should all be read in advance.

The cases that should be read beforehand include:

- Tse, T. *Onde Audio*
- Tse, T. *Logean Diagnostics (A) and (B)*

The following case will be given out in class:

- Haskins, M.E. *Ratios Tell a Story—2017*, Darden School of Business

Course Work

The course utilises an interactive approach comprising of lectures, real-world examples, cases, class discussion as well as simulation as its teaching pedagogy. Participants are expected to bring their laptops along as there will be a strong emphasis on the use of Excel spreadsheet to conduct calculations and analyses.

Evaluation

Participants will be evaluated on one aspect:

- Final Examination:

100%

Background and in class readings

There is no assigned textbook for this course. All the material necessary will be distributed in due course. If the participants insist on having an accompanying academic textbook, **Corporate Finance** by Jonathan Berk and Peter DeMarzo is recommended. A more accessible book on the subject, particularly for executives, is my book **Corporate Finance: The Basic** (https://www.amazon.de/Corporate-Finance-Basics-Terence-Tse/dp/1138695602/ref=sr_1_1?ie=UTF8&qid=1524391501&sr=8-1&keywords=terence+tse).

Indicative schedule

	Day 1
Time	
09:00 – 10:00	<ul style="list-style-type: none">Exploring the connections between financial statements and financial management
10:00 – 10:15	BREAK
10:15 – 12:30	<ul style="list-style-type: none">Exploring the connections between financial statements and financial management (cont'd)Case: Onde Audio
12:30 – 13:30	LUNCH
13:30 – 15:30	<ul style="list-style-type: none">Building blocks of financial managementInvestment evaluationExercises
15:30 – 15:45	BREAK
16:15 – 17:00	<ul style="list-style-type: none">Exercises

	Day 2
Time	
09:00 – 10:30	<ul style="list-style-type: none">Debt capital
10:30 – 10:45	BREAK
10:45 – 12:30	<ul style="list-style-type: none">Equity capitalExercises
12:30 – 13:30	LUNCH
13:30 – 15:00	<ul style="list-style-type: none">Investment criteria
15:00 – 15:15	BREAK
15:15 – 17:00	<ul style="list-style-type: none">Free cash flowsExercises

	Day 3
Time	
09:00 – 11:00	<ul style="list-style-type: none"> • Case: Logean Diagnostics
11:00 – 11:15	Break
11:15 – 12:00	<ul style="list-style-type: none"> • Financial ratios
12:00 – 13:00	LUNCH
13:00 – 14:00	<ul style="list-style-type: none"> • Financial ratios
14:00 – 15:15	Break
15:15 – 16:00	<ul style="list-style-type: none"> • Case: Ratios tell a story
16:00 – 17:00	<ul style="list-style-type: none"> • Grand review

Other course policies

Attendance:

Given that a substantial amount of knowledge will be acquired in class through individual and team discussions, attendance will be considered a crucial issue in this course. If a participant needs to be absent in some session, it should be communicated to the instructor well in advance.

Punctuality:

Problem formulation is made at the beginning of the class. That activity determines and shapes the rest of the class analysis and discussion. So, being late in the session will strongly limit the student's ability to actively participate and share his/her thoughts. Furthermore, to leave the class before its end is unacceptable either.

Individual Participation:

One of the basic skills of any person in the business world is the ability to communicate his/her ideas in an organized and intelligible fashion. For that reason, class participation becomes a fundamental expected attitude in the course participants. Highly valued comments and contributions include focusing in topics not fully discussed yet, sharing different perspectives in the analysis, commenting working experiences related to the cases under study, and applying theories/frameworks/models that may help find a solution to the problem.

Had a participant not being able to prepare for class discussion, he/she is expected to communicate it to the instructor at the beginning of the class.

Academic Integrity:

COTRUGLI Business School support and expect the highest standards of academic honesty. Just as integrity is valued in the workplace, it is also the foundation for how we should conduct ourselves during the course. Academic misconduct will not be tolerated. As such, students should not share any information regarding exams or presentations. Copying work of other participants, especially during the period before and after the residency, is a serious offense.

Discussion of individual assignments is encouraged, but the end product is expected to be an individual's effort. It is the responsibility of the course participants to contact the instructor with any question they might have of what constitutes appropriate ethical standards.

<p>NOTE: The content of the syllabus might be modified during the course to better meet the needs and expectations of the participants. Complementary material will be distributed during the classes.</p>

Professor's Profile

Terence Tse is a globally recognised educator, author, and speaker. He is a co-founder and Executive Director of Nexus FrontierTech, a scale-up that helps clients transform regulatory business processes into competitive advantages using artificial intelligence. Terence is also a Professor of Hult International Business School.

[Author & Commentator]

Terence is a co-author of two international best sellers on Amazon: *The AI Republic: Building the Nexus Between Humans and Intelligent Automation* and *Understanding How the Future Unfolds: Using DRIVE to Harness the Power of Today's Megatrends*. The DRIVE framework contained in the latter was nominated for the CK Prahalad Breakthrough Idea Award by Thinkers50, the most prestigious award in business thought leadership. This framework has also led Chartered Management Institute's own magazine *Professional Manager* in the UK to name Terence as one of the 18 new voices in 2018 that reshape management and leadership. *Talent Quarterly* in the US called the DRIVE framework one of the 24 trends transforming talent management in the years to come.

He also authored *Corporate Finance: The Basics*, which many students have regarded as one of the best books to access such a technical subject.

Terence is also a popular and entertaining commentator and has appeared on many television and radio shows such as China's CCTV, Channel 2 of Greece, France 24, Japan's NHK, France's Xerfi and Radio România Cultural as well as periodicals including the *Financial Times*, *The Guardian*, *The Sunday Times*, *The Economist*, *CNBC*, *Les Echos*, the *World Economic Forum* blog, *Harvard Business Review*, *MIT Technology Review*, *Project Syndicate* and *WIRED*.

[Educator & Speaker]

Invited by the Government of Latvia, he was a keynote speaker at a Heads of Government Meeting alongside the Premier of China and Prime Minister of Latvia. He also spoke at the intergovernmental organisations including UN, International Monetary Funds and International Trade Centre.

Terence has run seminars or given speeches on different subjects for many global brands:

/Technology and Digital Transformation/ A1 Telekom, Allianz, BNP Paribas, European Bank for Reconstruction and Development, Gunnebo, Johnson & Johnson, Lloyds Bank, MOL, Saradar Bank, UniCredit, and Salesforce as well as American Chamber of Commerce in Russia, Banking Association of Ecuador, Banking Association of Costa Rica, and Indonesia AI Summit.

/Megatrends and DRIVE/ Atlantic Grupa, British American Tobacco, Costa Crociere, Dukat, Enel X, Ferrari World, France Telecom/Orange, Gunnebo, ICICI, Indian Oil, Indian Railway, London Stock Exchange Group, Monte dei Paschi di Siena, NIS/Gazprom, Papyrus, Pfizer, Podravka, SONILS and Walmart.

/Finance and Economics/ Air Liquide, China Merchant Securities, OP Financial Group, McKinsey & Co., Molex, Olayan Group, Yahoo! and YIT.

[Advisory & Consulting]

Terence has worked with F&C Investment Management, Royal Dutch Shell, Rexam, Walgreen Alliance Boots and European Parliament, European Commission, and the European Defence Agency.

He has been invited to be panellists and discussants by The ALGO Conference, The Association for Financial Markets in Europe, Dassault Systèmes, EdtechX and PWC.

He also held the role of Co-Chair for the Start-up Lab of the French Chamber of Great Britain and is a Research Associate at the University College London Centre for Blockchain Technologies.

Terence started his career as an investment banker at Schroders, Citibank and Lazard Brothers followed by being a consultant at EY focusing on UK financial services. Terence obtained his doctoral degree from the Cambridge Judge Business School, University of Cambridge, UK.

tt@terencetse.com | www.terencetse.com | <https://www.linkedin.com/in/terencetse/>