

Controllers Training Program in five stages

Step by step to Controlling Excellence.

Obtain not only a key competitive edge, with both hard and soft skills, but also degrees that companies highly value – the Controllers Certificate CA and Controllers Diploma CA.



Target groups:

- *Managers and employees in controlling, financial accounting as well as in cost accounting, corporate planning, management information systems, business administration and development*
- *Non financial managers from sales, marketing, production etc.*

Proven training concept

Controllers Training Program in five stages has been rigorously adapted over the last 46 years to reflect the latest developments in controlling. Our flagship seminar – stage I – has been conducted to date more than 1,400 times as public seminars and inhouse trainings. Each stage can be booked individually and is scheduled many times throughout the year, making it easy to include in your busy calendar.

Stage I – Controllers Best Practice – is also very well suited as a single seminar for managers.

To help you apply your newly acquired skills in practice, numerous feedback sessions are held during the seminar to ensure you have a thorough understanding of the seminar contents.

What awaits you

Stage I conveys an overview of the most important components of the controlling system in both its connections and practical implementation. Stages II and III extend, supplement and deepen the controller's toolbox. Stage III additionally teaches the essentials about communication and leadership skills. The workshop stages IV and V focus on the application and implementation of the tools developed. The training of presentation and moderation skills is intensified.

Expand your skill set and sphere of influence. Even the best instruments, tools, results, reports and charts are only as good as the reasoning and presentation skills of the controller. After all, in order to create transparency in a company controllers need an entrepreneurial understanding and psychological flair. The training methods in our seminars take this ambition into account: they focus on the business tools of controllers and their actual application in corporate practice.



IGC-QUALITY LABEL
"CA controller akademie has demonstrated in exquisite detail and in an understandable manner its high level of professionalism, its wealth of experience and its striking continuity."





**»CA controller akademie is impressive.
Talented speakers with strong practical
background guide you into best practice
for your controlling job.«**

Alexey Alexeev, Johnson & Johnson Vision Care,
about Controllers Training Program in five stages

Training Format

We offer you one format in Stage I in English: The English training is designed as an intensive retreat-training with evening work and a lively exchange of experiences both during and after the seminar. It takes place from Sunday evening until Friday afternoon in a quiet location at one of our seminar hotels.

Degrees



Controllers Diploma CA

Obtaining the Controllers Certificate CA, which requires that you complete stages I, II and IV of the Controlling Training Program in five stages, demonstrates you have attained proven, certified controlling skills. It is intended for participants who are seeking a more streamlined path through the stages program and want to concentrate initially on methodological and functional topics.



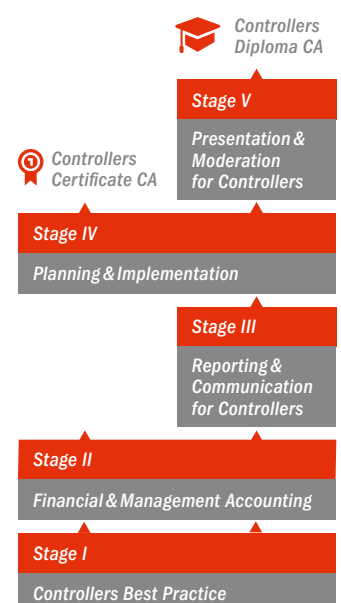
Controllers Diploma CA

Controllers Diploma CA certifies your controlling excellence in the role as business partner of management. By successfully completing the Controlling Training Program in five stages your work in actual controlling practice will demonstrate proven communication skills and functional expertise. A self-examination is conducted at the end of stage V when participants make presentations that are evaluated by the trainer and the seminar participants.

Training partnership with FOM

Graduates of the five-stage program (Controllers Diploma) have the opportunity to continue their professional education by participating in the part-time MBA program offered by the FOM University of Applied Sciences (www.fom.de).

Step by step to Controlling Excellence





Stufe IV

Planungsanwendungen & Umsetzung

Planning & Implementation

Ihr Seminarnutzen

- **Sie setzen Ihr Wissen erfolgreich in die Praxis um**
- **Bearbeitung eigener Praxisbeispiele und Feedbackeinheiten zur Transfersicherung**
- **Methoden zur kontinuierlichen Verbesserung – Self-Controlling**

Your benefits

- **Apply your knowledge successfully in actual practice**
- **Cover examples from your own experience and obtain feedback from the group to ensure know-how transfer is secure**
- **Learn methods of continuous improvement – self-controlling**

Trainieren Sie praxisnah im Team alle wichtigen Controlling- und Steuerungsmethoden.

Viele Neuerungen bestimmen die Controlling-Praxis, z. B. das Zusammenwachsen von internem und externem Rechnungswesen, Value Based Management und Controlling des Intellektuellen Kapitals. Es gilt, die Hürden zwischen Wissen und Können in der Praxis zu überwinden. Sie lernen, die in den Stufen I bis III erarbeiteten Controlling-Werkzeuge für ein Fallstudien-Unternehmen einzusetzen und sammeln Transfererfahrungen für die Praxis. Wir bringen Sie auf den aktuellsten Stand der Controlling-Entwicklungen und Sie bearbeiten Ihre eigenen Themen aus Ihrer Controller-Praxis mit Kollegen. Ein „Self-Controlling“ im Sinne eines Verbesserungsprozesses (KVP) des Controller-Services rundet den Workshop ab.

Workshopinhalt

- I. Konzeption eines Management-Accounting-Systems zur Planungsvorbereitung**
 - Analyse und Gestaltung von produktiven und administrativen Leistungs- und Kostenstellen (inkl. Prozesskostenansatz)
 - Erfordernisse und Systematik der Kalkulation
 - Elemente und Bauweise einer ziel- und entscheidungsgerechten Management-Erfolgsrechnung; Harmonisierung der Ergebnisrechnung (intern/extern)
- II. Entwicklung einer integrierten Planungskonzeption**
 - Kernelemente eines Businessplans
 - Berücksichtigung externer Erfordernisse wie Risikomanagement, Rating nach Basel II/III
 - Verknüpfung von strategischer und operativer Planung
 - Gestaltung einer Planungskonferenz (PC-Anwendungen)
- III. Finanz-Controlling Teil 1**
 - Aufbau von Plan-GuV, Plan-Bilanz und Plan-Kapitalflussrechnung zur Steuerung der strukturellen und dispositiven Liquidität
 - Finanzdiagnose mithilfe von Kennzahlen
 - Planung und Steuerung des Working Capital
- IV. Finanz-Controlling Teil 2**
 - Steuerung finanzwirtschaftlicher Risiken (z. B. Währungen, Rohstoffpreise, Zinsen) mithilfe von Finanzderivaten: Hedging über Optionen, Swaps und Futures
 - Unternehmensfinanzierung (Gearing, Leverage-Effekt, Kapitalkosten)
 - Aktuelle Highlights und Lowlights der Bilanzierung nach IFRS anhand von Praxisbeispielen
- V. Workshop zu aktuellen Entwicklungen der Controller-Praxis**
 - Aufbau eines Themenspeichers und Priorisierung
 - Problemlösungsarbeit im Team, Präsentation und Diskussion
 - Beispielhafte Themen: Outsourcing/ Shared Service Center-Gründung, Controlling des Intellektuellen Kapitals, Wertorientiertes Controlling, Green Controlling, Chancen und Risiken der Digitalisierung für Controller oder andere Themen seitens der Teilnehmer
- VI. Controlling der Controller-Arbeit**
 - Transparenz im Controller-Service
 - Performance Measurement und Management für Controller
 - Balanced Scorecard für den Controller-Service



EN

CA seminar in
English

Practise in a team how to implement all important controlling and management methods in a real-world environment.

Numerous innovations impact the practice of controlling, e.g. the convergence of internal and external accounting, value-based management and the controlling of intellectual capital. This workshop will help you overcome the obstacles between theoretical knowledge and practical proficiency. You will learn to apply the skills you have developed in stages I to III in case studies of companies. In doing so you will gain experience that you can transfer into practice. We will update you on the latest developments in controlling, and you and your workshop colleagues will work on issues that you face in your daily work as a controller. A "self-controlling" in the sense of a continuous improvement process (CIP) of the controller service rounds out the workshop.

Workshop Content

- I. **Concept of a Management Accounting System**
 - Analysis and design of both production and administration profit and cost centers (including activity-based costing)
 - Requirements and methodologies of the evaluation
 - Elements and structure of a target- and decision-oriented management income statement; harmonisation of the income statement (internal/external)
- II. **Development of an Integrated Planning Concept**
 - Core elements of a business plan
 - Inclusion of external requirements such as risk management, bank rating as per Basel II/III
 - Link to strategic and operational planning
 - Design of a planning conference (PC applications)
- III. **Financial Controlling Part 1**
 - Structure of a planned income statement, planned balance sheet and a planned statement of cash flows to manage structural and free cash flow
 - Financial analysis using key performance metrics
 - Planning and management of working capital
- IV. **Financial Controlling Part 2**
 - Management of financial risks (e.g. currencies, commodity prices, interest rates) with the help of financial derivatives: hedging via options and futures
 - Corporate financing (gearing, leverage effect, capital metrics)
 - Current highlights and lowlights of IFRS accounting using practical examples
- V. **Workshop on Current Trends in Controller Practice**
 - Issue identification and prioritisation
 - Problem solving in a team, presentation and discussion
 - Example topics include controlling and IFRS, controlling of intellectual capital, value-based controlling, green controlling, opportunities and risks of digitization or other subjects by the participants
- VI. **Controlling the Controllers Work**
 - Transparency in the controller's service
 - Performance measurement and management for controllers
 - Balanced scorecard for the controller's service

**Jetzt neu bei
Klausur-Seminaren:
Mittagessen im
Seminarpreis enthalten**

Termine *Date*

22.-26. Januar, Feldafing
19.-23. Februar, Bernried
19.-23. März, Bernried
16.-20. April, Bernried
14.-18. Mai, Feldafing
18.-22. Juni, Bernried
25.-29. Juni, Feldafing
16.-20. Juli, Bernried
27.-31. August, Bernried
10.-14. Sept., Feldafing
24-28 September, Feldafing (English)
15.-19. Oktober, Bernried
22.-26. Oktober, Bernried
26.-30. November, Bernried
10.-14. Dezember, Bernried

Trainingskonzept *Training concept*

Klausur-Seminar mit Abendarbeit,
Beginn am Vorabend
**English seminar with evening work,
begins on the previous evening**

Seminargebühr *Price*

EUR 1.850,- (inkl. Mittagessen,
Snacks, Getränke)
**EUR 1,890,- English (Lunch, snacks,
beverages incl.)**

Trainer des Controller Trainings- programms CA

Seite 108 ff.

**Weitere Informationen auf unserer
Website unter Seminar-Nr. 4.00
For further information visit
our website at Seminar-No. 9.4**