

Controllers Training Program in five stages

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 45 years to reflect the latest developments in controlling. Our flagship seminar – stage I – has been conducted to date more than 1,000 times as public seminars and in-house 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

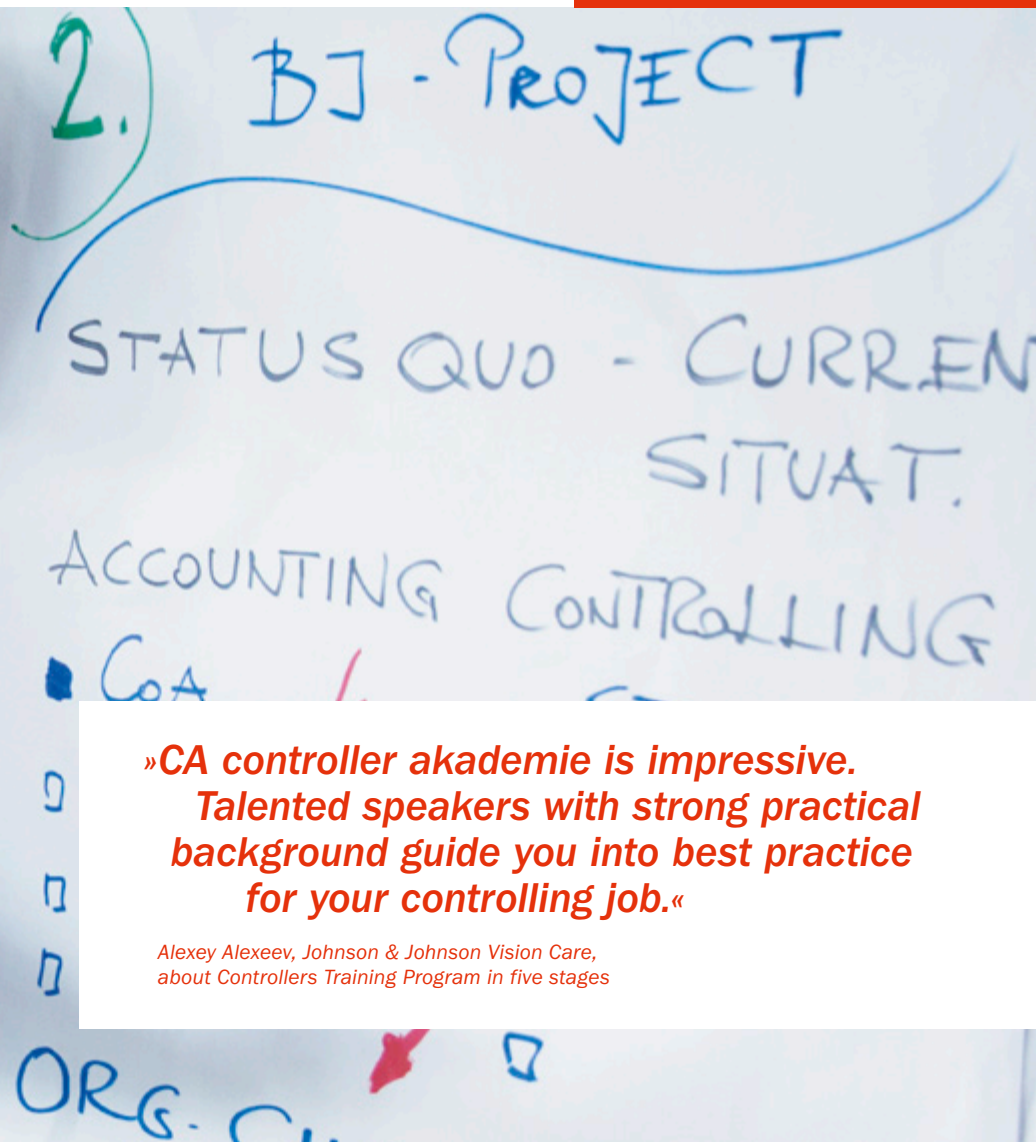
Stage I conveys an overview of the most important components of the controlling system in both its connections and practical implementation. Stages II and III extend, supplement and deepen the controller's toolbox. Stage III additionally teaches the essentials about communication and leadership skills. 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: retreat-training. The retreat-training is designed as intensive 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

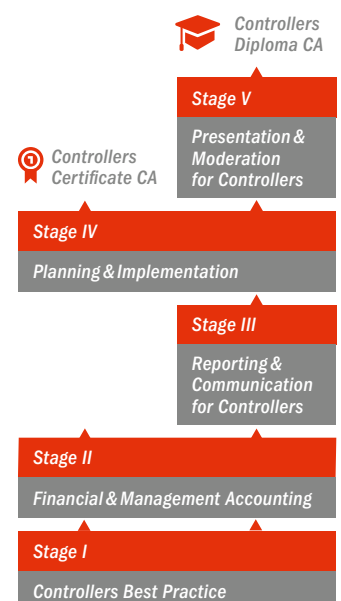
Controllers Certificate CA
Obtaining the Controllers Certificate CA, which requires that you complete stages I, II and IV of the Controllers Training Program in five stages, demonstrates you have attained proven, certified controlling skills. It is intended for participants who are seeking a more streamlined 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 Controllers 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 the Controllers Certificate CA and Controllers Diploma CA





Stufe I

Controllers Best Practice

Controllers Best Practice

Ihr Seminarnutzen

- **Vertiefte Kenntnisse über die wichtigsten Bausteine des Controlling-Systems**
- **Kennenlernen der Funktionen und Techniken**
- **Aufschluss über die Konstruktion und das Zusammenspiel der wichtigsten Controlling-Werkzeuge**
- **Konkrete Umsetzungshilfen für die Praxis**
- **Umsetzungshilfe durch zahlreiche Transfer-einheiten**

Your benefits

- **Obtain an overview of the most important components of the controlling system**
- **Receive an introduction to the functions and techniques**
- **Gain insight into how the most important controlling tools are structured and interact**
- **Learn practical tips how to implement controlling in corporate practice**
- **Implementation assistance through numerous group feedback sessions**

Lernen Sie alles Wesentliche für das Rechnungs- und Berichtswesen sowie für die Unternehmensplanung.

Controlling ist unverzichtbarer Bestandteil der Managementprozesse. Die zunehmende Dynamik und Turbulenz der Märkte stellen erhöhte Anforderungen an eine zielorientierte Unternehmenssteuerung. Dabei ist eine vertiefte Kenntnis der Controlling-Werkzeuge unabdingbare Voraussetzung für eine erfolgreiche Aufgabenerfüllung. Im Seminar erhalten Sie einen Überblick über die wichtigsten Bausteine des Controlling-Systems, üben sich in der Rolle des Business Partners und treten in den Erfahrungsaustausch mit Teilnehmern anderer Unternehmen und Branchen. Die Trainer geben zahlreiche Hinweise zur praktischen Umsetzung der Instrumente.

Seminarinhalt

- I. Controlling als professionelle Unternehmenssteuerung**
 - Integration von Zielfindung, Planung und Steuerung
 - Standortbestimmung: was Controller heute leisten
 - Zusammenarbeit von Managern und Controllern
- II. Aufbau und Umsetzung des Management Accounting**
 - Das „Rechnungswesen-Panorama“: Aufbau und Integration
 - Integration von Controlling und Accounting
 - Details zur GuV, Bilanz und Cashflow Rechnung
 - Gesamt- und Umsatzkostenverfahren
 - Definition der Herstellungskosten
 - Unterschiede zwischen HGB und IFRS
 - Auswertung von „Big Data“ in BI Lösungen
 - Deckungsbeitragsrechnung: praktische Nutzen und Visualisierung
 - Kostenstellenrechnung, Kalkulation und Verkaufspreisfindung
- III. Planung, Budgetierung, Abweichungsanalyse und Forecast**
 - Integration von strategischer und operativer Planung
 - Anwendung strategischer Planungstools
 - Von der Kostenstellenplanung zur Ergebnisplanung
 - Abweichungsanalyse und rollierender Forecast
 - Budgetierung und Mehrjahresplanung
- IV. Performance Measurement und Management**
 - Erarbeiten von Kennzahlen und Zielhöhen
 - ROI-Baum für Sensitivitätsanalyse und Krisenprophylaxe
 - Gewinnbedarf und Kapitalkosten
 - Effektives Reporting und Erfolgsmessung
- V. Trends und Entwicklungen im Controlling**
 - Neuausrichtung der Controller-Funktion und -Organisation
 - Erfolgreiche Controlling-Umsetzung: unterschiedliche Modelle
 - Schnittstellen und Abgrenzung: Controller-Service, Risikomanagement, Revision, Qualitätssicherung, Compliance, Informationsmanagement
 - Green-Controlling, Shared Service Center Controlling, Moderne Budgetierung, Controller als Business Partner



Everything you need to know about accounting, financial reporting and corporate planning.

Controlling is an indispensable component of the management process. The increasingly dynamic nature of the markets places growing demands on goal-oriented corporate management, making in-depth knowledge of key controlling tools an essential prerequisite for achieving success. This seminar will provide you with an overview of the most important components of the controlling system. You will refine your role as a business partner and share experiences with participants from other companies and sectors. The trainers will provide numerous tips to implement the tools in practice.

Seminar Content

- I. **Controlling as Management Process**
 - Integration of setting objectives, planning and navigation
 - What to expect from controllers today
 - Manager and controller working as a team
- II. **Concept and Implementation of a Modern Management Accounting**
 - “Accounting Panorama”: How to build an integrated accounting system
 - Integration of management and financial accounting
 - Profit and loss account, balance sheet and cash flow statement
 - P&L according to cost summary and cost of sales method
 - Definition of cost of goods sold
 - Differences between German accounting rules, IFRS and US-GAAP
 - “Big data” and business intelligence solutions
 - Contribution accounting: practical application and visualization
 - Cost center accounting, product costing and pricing
- III. **Corporate Planning, Budgeting, Variance Analysis and Forecasting**
 - Integration of strategic and operational planning
 - Application of strategic tools (SWOT, portfolio, potential profile)
 - From cost center planning to profit planning
 - Variance analysis and rolling forecast
 - Budgeting and mid term planning
- IV. **Performance Measurement and Management**
 - Developing ratios and targets
 - ROI tree for sensitivity analysis and future risk assessment
 - Profit targets and cost of capital
 - Effective reporting and performance measurement
- V. **Trends in Controlling**
 - Latest development in controller role and organization
 - Successful models of controlling implementation
 - Controller service and other functions like risk managers, auditors, quality managers, compliance, information managers
 - Controlling trends: Green controlling, shared service center controlling, modern budgeting, controller as business partner

EN

CA seminar in
English

Termine — Date

23.-27. Januar (STA)
06.-10. Februar (München C)
13.-17. Februar (FER)
20.-24. Februar (BEN)
06.-10. März (Frankfurt C)
13.-17. März (FEL)
21.-23. März (FSM) – Blended
20-24 March (FER) – English
27.-31. März (Berlin C)
03.-07. April (FEL)
24.-28. April (Köln C)
08.-12. Mai (Hamburg C)
29. Mai-02. Juni (BEN)
12.-16. Juni (FEL)
19.-23. Juni (BEN)
26.-30. Juni (FEL)
10.-14. Juli (STA)
18.-20. Juli (FSM) – Blended
24.-28. Juli (FER)
07.-11. August (BEN)
29.-31. August (FSM) – Blended
04.-08. September (FEL)
18.-22. September (FER)
25.-29. September (Hamburg C)
09-13 October (FER) – English
16.-20. Oktober (Frankfurt C)
23.-27. Oktober (FER)
30. Okt.-03. Nov. (FEL)
21.-23. Nov. (FSM) – Blended
27. Nov.-01. Dez. (Köln C)
04.-08. Dezember (FER)
11.-15. Dezember (Berlin C)

Ort — Place

BEN - Hotel Marina, Bernried
FEL - Hotel Kaiserin Elisabeth, Feldafing
FER - Hotel Residence, Feldafing
FSM - Steigenberger Hotel Metropolitan, Frankfurt/Main
STA - Hotel Vier Jahreszeiten, Starnberg
C - City-Training

Seminargebühr — Price

EUR 1.600,-
EUR 1.700,- English
EUR 1.750,- (City- inkl. Mittagessen)
EUR 1.750,- (Blended)

Trainer des Controller Trainings- programms CA

Seite 104 ff.

Weitere Informationen auf unserer
Website unter Seminar-Nr. 1.00
**For further information visit
our website at Seminar-No. 9.1**
Blended Seminar-Nr. 1.1