

# € TRAINING

Financial Management for Projects and  
Contracts

4 - 8 November 2024  
Trabzon (Turkey)





# Financial Management for Projects and Contracts

REF: P334 DATE: 4 - 8 November 2024 Venue: Trabzon (Turkey) - Fee: 5300 Euro

## Introduction:

This training program explores the financial metrics that are commonly used and also examines the less frequently thought-of economic impact of typical operating decisions and actions. Building on your competencies, you will examine the inner mechanics of how finance and accounting can impact your project.

## Program Objectives:

At the end of this program, the participants will be able to:

- Enhance communication with accounting and financial personnel, and analyze accounting and financial data effectively.
- Expand project scheduling and cost control by incorporating additional financial metrics and tools to minimize project financial risk.
- Develop and apply tools for comparing project financial returns, understanding how finance influences organizational decisions and project performance evaluations.
- Learn standard financial analysis tools linking project management to corporate strategic goals, with case studies and exercises to apply these techniques effectively.

## Targeted Audience:

- Project and Contract managers.
- Financial managers.
- Procurement managers and specialists.
- Project coordinators and administrators.
- Business analysts.
- Engineers and construction managers working on projects.
- Anyone else responsible for the financial aspects of project management and contract administration.

## Program Outlines:

### Unit 1:

#### Fundamentals of Finance:

- Financial accounting concepts and generally accepted accounting principles, including reading and understanding financial statements.
- Financial analysis and managerial accounting techniques, along with business case considerations.
- Exploring cost versus revenue, profitability measures such as ROS, ROA/EVA, and ROE.
- Understanding the time value of money, discounted cash flows, and fixed versus variable versus semi-variable costs.
- Examining direct versus indirect costs and conducting break-even analysis.

## Unit 2:

### Contract Profitability - Pricing:

- Pricing strategy and tactics, including profit planning and cost estimating.
- Exploring cost-based, market-based, and value-based pricing methods.
- Setting profit objectives and understanding market structure.
- Assessing follow-on business opportunities and managing risks effectively.
- Utilizing financial metrics like Z score for risk assessment.

## Unit 3:

### Asset Management - Cash is King

- Cash and Timing of cash flows.
- Accounts receivable.
- Inventory. and Equipment.
- Revenue recognition.
- Financing arrangements.

## Unit 4:

### Terms & Conditions Ts & Cs - Best Prices:

- Value, cost, and risk.
- Asset-friendly Ts and Cs.
- Unfavourable Ts and Cs.

- Metrics to evaluate.

## Unit 5:

### Cost Estimating What Works Best:

- Cost estimating methods.
- Planning and scheduling.
- Making sense of historical data.
- Experience curves.
- Relationship between cost estimating and pricing.