

FINANCE FOR NON FINANCE

Customized Solution

Simulation Board Game



Face-to-face Training
Dusit Thani Hotel
Sheikh Zayed Road Dubai



September 27-28, 2022



09:00 am – 04:00 pm

SIMFOTIX
Training | Simulation & Gamification | Content Solutions




About SIMFOTIX



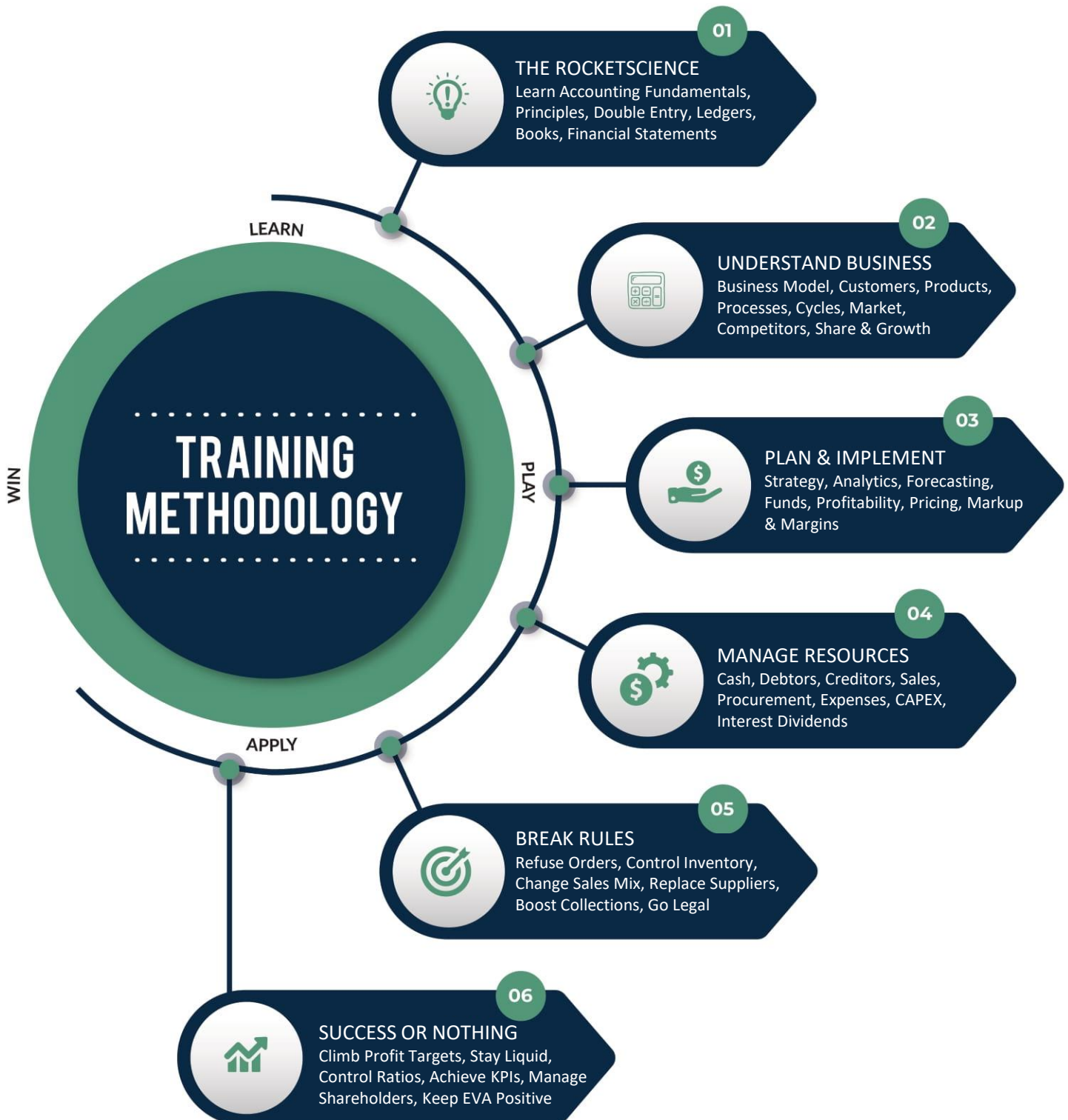
SIMFOTIX is a trusted name in the executive education industry that offers cutting-edge corporate training programs. SIMFOTIX focuses on creating value for both learners and businesses through its varied program offerings. We, at Simfotix, hold unique expertise in developing our programs based on the design- learning concept that focuses on the key challenges of a learner and organization. Engagement, relevance, and effectiveness are the hallmarks of our learning solutions. So far, SIMFOTIX training programs are attended by over 5000 participants from over 1000 organizations operating MENAT region. Our clients regard their training experience with us inspiring and transformative.

On the e-learning front as well, SIMFOTIX offers courses that result in serious learning but in fun way, we adopt efficient gamification approach that is aligned with clear learning goals that L&D teams want to see as the achieved objectives. We also understand the ever-shifting corporate world challenges and even in online programs, we carry our legacy of quality, relevance, and impact that's why our programs are conducted by learned faculty comprised of global thought- leaders and top industry practitioners.

We also provide bespoke training solutions that are tailored and delivered in a way that it surpasses your expectations.

01	02	03	04
			
SOFT SKILLS COURSES	IT RELATED COURSES	BANKING & FINANCE	GAMIFICATION COURSES

How Board Game Works



Traning Story

•01

How it starts

Participants divided into teams get a business entity to run with detailed information about its products, customers, business performance, costs, pricing structure, market share and growth, critical success factors (CSF) and KPIs along with last three years comparative financial statements.

•02

Business Review

Teams review business performance, working capital, cash flows, receivables and collections, creditors, product mix, sales forecasts & projections, inventory management, debtors & creditors limits, management intentions, efficiency and strategy to run business.

•03

Creating Business Plan

Once business model is understood, teams formulates business plan, re-set KPIs, revisit strategies and creates a 'What to Do' and 'What to Avoid' list.

•04

Set the Board

Its time to set the board. All available business details are transferred to board from where all future business will be transacted.

•05

Game Rules

Game comprises of twelve business cycles representing each month in a calendar year with preparation of financial reports and statements on quarterly, half yearly and yearly basis. A transaction once rejected cannot be taken back, cannot act retrospectively.

•06

How it Works

Game toolkit comprises of Game board, participant manual, activity cards and currency coins.

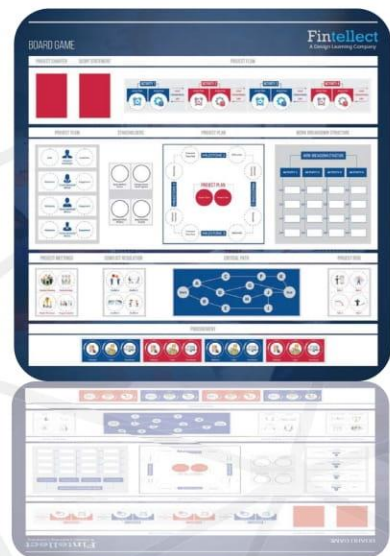


Course Outline



The Rocket Science of Accounting

- Accounting Fundamentals & Principles
- Double Entry Accounting, ledgers & Books
- Income Statement, Balance Sheet & Cash Flows
- Cash vs. Accrual Accounting, Business Dilemma



Business Model Review

- Know your Business – Analysis & Analytics
- Comparative Financial Statements & Business Reports
- Ratios – Liquidity, Profitability & Solvency
- Capital Structure, Debt, Equity & Covenants



Formulate Business Plan

- Budgeting, Forecasting & Financial Plan
- Working Capital Cycle Review
- Control the Mad King – Cash
- Reign Receivable, Credit Sales, Creditors & Expenses



Business Cycle – Quarter 1

- Learn Accruals & Prepayments
- Capex vs. Opex, Buy vs. Lease
- EOQ & Inventory Management
- Deal with Challenging Debtors
- Prepare Quarterly Financial Statements



Business Cycle – Quarter 2

- Business Performance Review
- Stretch Arms – Manage Sales & Procurement
- Review Debtors Performance & Recovery Strategy
- Strategize liquidity & Inventory Management
- Prepare Half Yearly Financial Statements



Business Cycle – Quarter 3

- Manage Competitors, Pricing & Cost
- Ensure Breakeven, Review Customer & Product Profitability
- Avoid slowdown, Stretch Working Capital Cycle
- Deal with Challenging Sales, Vendors & Regulatory Issues
- Prepare Quarterly Financial Statements



Business Cycle – Quarter 4

- Learn Project Appraisal Techniques – TVM Concept
- Diversify, Divest & Spin off
- Acquire Subsidiaries & Equity Interest
- Learn Economic Value Addition (EVA)
- Prepare Yearly Financial Statements

Glimpse of Past Sessions



Glimpse of Past Sessions



Our Affiliations

غرفة دبي
DUBAI CHAMBER



HCI
Human
Capital
Institute



9001:2015

KHDA
هيئة المعرفة
والتنمية البشرية
KNOWLEDGE & HUMAN
DEVELOPMENT AUTHORITY



Client Testimonials



Excellent Training conducted by Simfotix Professional Development. The whole day was full of fun and learning. **Department of Economic Development, Dubai**

Simfotix Trainer bear a Persuasive approach in training and the company is professional in the arrangement of training till end to make it a memorable experience. The In-house session and the follow-up session is excellent approach. **The Executive Council of Dubai**

Since last two years My Company is working with Simfotix, and every time it is great learning experience. MS Excel is one of the most recommended Program with distinctive methodology and valuable deliverables. **ADNEC "Abu Dhabi National Exhibition Centre"**

Targeted learning should be at the top of your L&D agenda. Thank you Simfotix for being an agile partner in our learning Journey. **Roche Middle East.**

Thank you Simfotix for a comprehensive and value training to our Saudi Arabia Finance Team. Case Study and exercises were the key element of this workshop. As Learning & Development we are satisfied to work with them in future. GM Learning & Development , **MAF Carrefour International.**

Easy way of transferring knowledge makes the learning more digestible. Great work Simfotix for the in-house session. **Emirates NBD Bank**

My team was positive and happy with the deliverables of MS Excel Training, and they think this session increased their knowledge and efficiency. **"Ministry of Human resources & Emiratization"**

Simfotix In-House training on MS Excel is well organized and our team learned lot of new things. We consider this as a value addition and meeting our objectives. **Road & Transport Authority Dubai RTA.**

The Power Bi session was engaging and informative. Overall program outcome is what we agreed and delivered to our functional departments. We would like to do more programs with Simfotix. **Mashreq Bank**

A combination of learning and sharing through activities and self presentations. Learning Art of Public Speaking with Simfotix Training is truly a good experience. **HR, Abu Dhabi Terminals**

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Client Testimonials



Inhouse Training with Simfotix Training for Credit Transformation Program goes with a Wonderful learning experience of our Credit Risk Team. Looking forward to engage them in other upcoming training. **HR Team, Finance House Abu Dhabi**

The in-house training met the desired objectives for improvement in the Finance function. Group work throughout the two days and team presentation on various analytics put thing in the focus learning direction. Good output Simfotix. **Team Imdad Group.**

Simulation Board Game training is one of the great training course and materials. Super helpful for connectivity and engagement among our departments to upscale productivity. Thank you! **Ghobash Group**

Our team attended MS Excel Training with Simfotix and it was never so much learning before in this course. All skill levels on the course fully catered for with a very patient approach, it's worth attending. **HR Team, DU Telecomm**

It was more interactive , more concentrating on the practical side rather than theory.

Good Trainer | Professional and having good communications. Trainer's attention to details is great | Well Managed the Training Session | Was very resourceful | Very Good, Clear and Direct instruction and focus | New knowledge . The content was extremely informative and useful. | Interactive and informative. Smart, Collaborator and can deliver the information clearly the presenter is very well educated easy to explain the subject. **Emirates Post Group Participants**

Excellent trainer from SIMFOTIX. | I learned a lot spend very good and it helped me. | Really professional trainer and her sessions was clear and easy and fun. | She explained everything in a easy and beautiful way. | She have good ways to conveying the information to us and we don't feeling bored . **Mubadala Group , MDC BMS**

Informative, engaging | New tools to be used for the growth for our organization | brainstorming and Good knowledge of the subject. **Sharjah Airport Authority**

The detailed Explanation & Excellent trainer by SIMFOTIX. Powerful clear course & excellent instructor. Provided the necessary information perfectly. Overall, best training & course. **Etihad Water & Electricity**

Excellent courses delivered by SIMFOTIX to our team. Easy to understand trainer and well managed. I liked its interactive nature, and Mr Ahmed's examples of common phrases. **DEWA**

Reference to the specific people in respective companies can be furnished on request.

Some of Our Past Participating Companies

ROCHE Middle East	Etisalat	DU Telecomm EITC	Abu Dhabi National Exhibition Council
Mubadala Group (Business Management Services)	King Abdullah University of Science and Technology , KSA	Emirates NBD Bank	Department of Culture and Tourism Abu Dhabi
Maersk	Dar Al Riyadh KSA	Fama Holdings Group KSA	The Executive Council of Dubai
Al Hilal Bank	MAF Retail (Carrefour)	Abu Dhabi Terminals	Department of Economic Development Dubai
Federal Electricity & Water Authority FEWA	Ghobash Group UAE	Saudi Airline	Ministry of Human Resources and Emiratization
Sharjah Islamic Bank	Abu Dhabi Finance (Mubadala Company)	Al Tayer Group	Dubai Electricity & Water Authority DEWA
Mashreq Bank	Arab Bank UAE	Abu Dhabi Ports	Averda Saudi Company
Abunayyan Holding KSA	Zain KSA	SAVOLA FOODS, SUGAR-KSA	Binzagr Company
Imdaad Group	Wartsila Power KSA	Abdul Aziz Al Majid	Chedid Re KSA
AbuDhabi Customs	ACWA Power	HSBC Bank	
Saudi Telecom Company	SS Lootah International Investment Group	DHL Express	Securities and Commodities Authority (SCA)
HSBC	Emirates Group	Aster Group	United Al Saqr Group
Al Batha Group	Global Foods UAE	AXA Insurance	Coca-Cola
Commercial Bank of Dubai	Emirates Islamic Bank	Dubai Financial Services Authority	Schlumberger
Ministry of Telecommunication Oman	Al Ghurair Group	Finance HouseDubai	

Course Director



Dr Rajesh Pai

- M.Phil , Chartered Accountant (ACA) ,ACFE (US),
UAE Banking Trainer & Speaker
Emiratization Program Expert for UAE Banks



ABOUT

Dr Rajesh Jayakar Pai is an expert financial enthusiast, mentor and serves as the Program Director in Manipal Academy of Higher Education in UAE.

He holds membership in the Association of Certified Fraud Examiners and has enormous experience of more than a decade in Investment Banking with specialization in Derivatives, Mergers and Acquisitions and Forex Management. His corporate experience includes Deutsche Bank (London) and J P Morgan and was involved in spearheading the Transition of Derivative settlements.

Corporate Training Assignments include : NBF , ADCB Bank ,Al Batha Group, Citi Bank ,HSBC Bank ,RAK Bank ,Arabia Holdings,Pentair ,Bosch Middle East.

Dr. Pai is also involved in overseeing the Design and development of Pedagogy for Executive Business Program and deliver range of programs in core Finance discipline. (Mergers and Acquisitions, Derivatives, Corporate Finance, Asset Valuation) Being an active member and Co Ordinator at the United Nations Program for Entrepreneurship Development, his contribution was well accepted and appreciated. In 2014, Dr. Rajesh Pai was the key speaker at the Entrepreneurship awareness session organized by Christ University Institute of management in collaboration with UNCTAD (United Nations Conference on Trade and Development)

Dr. Pai is closely associated with Professional accreditation Finance bodies like CPA, CMA, ACFE, CIA ,CFA for content development and research in both business consultancy and academic activities. As an Investment Banker and Corporate trainer, he has trained more than 40 Banks in Asia Pacific and Middle East and trained professionals on Derivatives and Valuation of companies & Corporate Finance. At present, the finance specialist has been involved in course development & Industry Outreach programs for numerous corporates and educational Institutions.

Program Investment

Registration Details:

Regular Fee: USD 980 Per Participant (Plus VAT)

Team Offer: Pay for 2 and register 3rd for free.

Includes: Courseware, and SIMFOTIX Certificate

For registration (s) send us your **Name, Designation, Organization, and Mobile Number** to register@simfotix.com

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