



Controllership: Leading Edge of Corporate Performance

As a controller in this fast-changing world, you have the unique responsibility of carefully balancing technical, financial skills with modern leadership skills. While most training is devoted to either technical or leadership skills, this unique program combines them for the financial executive. Learn state-of-the-art techniques to aid in understanding the changing needs of senior management, investors, creditors and customers; harness the information age; negotiate transactions; control product and workflow; and manage processes, people, quality and service. This course will show how to reshape the role of controller and apply quantitative and non-quantitative techniques to financing transactions, cash management, planning and budgeting. Develop ways to lead people and master the intricacies of profit-center accountability and incentive compensation.

OBJECTIVES

Upon completion of this course, participants will be able to:

- Redesign the role of the controller
- Apply quantitative and non-quantitative techniques to financing transactions, cash management, planning and budgeting
- Understand corporate cultures and how to be most effective in each
- Build a power base of knowledge
- Design adaptive policies, procedures and structure
- Utilize style to enhance productivity and compensation

HIGHLIGHTS

- Leading people to get the job done
- Profit center accountability and incentive compensation
- Role of the controller
- Controllership and corporate fit
- Future work environment
- Driving efficiency and productivity while maintaining customer satisfaction
- Policy, procedure and organization structure
- Creating and maintaining a team culture
- Financing responsibilities
- The latest cash management techniques
- Budgeting, forecasting and control systems

WHO WILL BENEFIT

- CFOs, controllers, managers and others with financial responsibilities
- CPAs acting as controllers for their clients
- Financial executives in non-profits and governments

LEVEL

Intermediate

CPE CREDIT HOURS

Classroom: 8
(Accepted for CMA and CFM continuing education credit)

NASBA FIELD OF STUDY

8-Finance

PREREQUISITE

Responsibility for financial issues

NOTE

Bring a calculator

UPDATED CONTENT AVAILABLE

5/15/2010

COURSE ACRONYM

Public Seminar: CLECP
On-Site Training: CLECP