

Additional Degree and Non Degree Offerings for Professionals

EXECUTIVE MBA ST. LOUIS • KANSAS CITY • SHANGHAI

Ranked #2 by the Wall Street Journal, Olin's Executive MBA immerses students in an intense, 18 to 20-month weekend learning experience with seasoned professionals, accelerating their personal impact and influence, and positioning executives to drive new levels of business growth and innovation.

EXECUTIVE EDUCATION OPEN ENROLLMENT BUSINESS SEMINARS

Gain knowledge and tools you can apply immediately to your job in our one- and two-day seminars. Senior and mid level managers from organizations of all sizes will benefit from these highly interactive open enrollment seminars.

CORPORATE EXECUTIVE PROGRAMS

Working in partnership with organizations, we design and implement Corporate Executive Programs to help develop corporate leaders and structured solutions that will drive organizational change.

CERTIFICATE PROGRAMS FOR PROFESSIONALS

Taught by Olin's renowned world-class faculty, Olin's certificate programs offer timely deep dives into five distinct areas: *finance, leadership, supply chain management, health care and women's leadership.*

 **Washington**
University in St. Louis
OLIN BUSINESS SCHOOL

Creating knowledge...Inspiring individuals...Transforming business.

Executive Programs

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 **Washington**
University in St. Louis
OLIN BUSINESS SCHOOL

Financial Skills for Nonfinancial Managers



Certificate Programs for Professionals

Elevate Your Advantage

Equip yourself with the skills and strategies needed to meet the challenges of the new normal economy. Taught by Olin's renowned world-class faculty, Olin's certificate programs are timely deep dives into finance, leadership, healthcare, women's leadership topics and supply chain management. The curriculum is geared for busy professionals who value leading-edge, in-depth and relevant management training that is immediately applicable in the workplace.

Certificates are offered in convenient two-day modules spread over three to six months and are designed to maximize learning and accommodate demanding schedules.

- Energize your education with interactive team learning.
- Explore innovative ideas and practical feedback with faculty experts and professional peers.
- Become part of the global Washington University network.

Financial Skills for Nonfinancial Managers

Gain a confident understanding of the key financial tools your organization uses to ensure success in the marketplace. The *Financial Skills for Nonfinancial Managers Certificate Program* will help nonfinancial managers gain a critical appreciation for finance-related items, including performance metrics, capital allocation decisions and budgeting. You'll learn skills that will help you craft strategic recommendations for your organization with financially sound principles. Successful completion of the program will result in a Certificate in Finance Skills for General Managers issued by Washington University in St. Louis, Olin Business School.

Financial Skills for Nonfinancial Managers Olin Faculty:
Todd Milbourn, Anjan Thakor, Tom Fields, Richard Frankel

World-class Faculty

As world-class researchers, our faculty members help executives and their organizations apply the latest, most innovative research-based thinking to their most complex business challenges.



"I've participated in numerous 'Finance for Nonfinancial Managers' courses throughout my career, but it wasn't until I attended the Finance for Nonfinancial Managers one-day seminar at Olin with Professor Todd Milbourn that I truly experienced a learning breakthrough! His teaching style is remarkably learner-friendly as he works diligently to demystify the art and science of finance. With renewed and increased confidence, I immediately enrolled in the Financial Skills for Nonfinancial Managers Certificate Program at the business school."

RHONDA BRANDON
Vice President, Human Resources Operations
BJC Healthcare

WHO SHOULD ATTEND?

This program is designed for managers outside of the finance and accounting functions, such as:

- Distribution
- Engineering
- IT
- Legal
- Marketing
- Operations/Logistics
- Procurement
- Research & Development
- Sales

BENEFITS

The program will:

- Strengthen knowledge and understanding of financial vocabulary, tools and metrics
- Enhance functional managers' decision-making abilities for financial-related issues
- Build and facilitate closer working relationships between functional and financial professionals
- Develop confidence and skill in making presentations and explaining finance-related decisions
- Instill a sense of ownership and appreciation of the bottom-line for projects, innovations and special initiatives
- Cultivate a proficiency in finance resulting in the ability to read and accurately interpret financial documents
- Provide a better understanding on how to measure the value of a project, an initiative and the entire organization
- Help individuals understand how to manage cost systems and identify key trade-offs

Module 1: Financial Value Creation

DAY 1: BUILDING FINANCIAL ACUMEN

- The language of finance
- How value is created (and destroyed)
- Performance measurement and management

DAY 2: PROJECT VALUATION AND CAPITAL BUDGETING

- NPV and valuation
- IRR and payback
- Applying alternative investment criteria

Module 2: Leveraging Financial Information

DAY 1: FINANCIAL STATEMENT ANALYSIS

- Primary financial statements
- Financial ratios and performance
- Interpreting and using financial information to evaluate firm performance

DAY 2: BUSINESS AND COMPANY VALUATION

- The Discounted Cash Flow approach to valuation
- Multiples-based valuation techniques
- Applying valuation techniques

Module 3: Financial Management and Execution

DAY 1: STRATEGIC COST ACCOUNTING AND CONTROL

- Understanding "costs"
- Understanding cost systems
- Activity-based costing
- Strategic cost management

DAY 2: EXECUTING FINANCIAL STRATEGY

- Financial strategy and growth
- The role of the financial executive
- Corporate culture and shareholder value



FORMAT

The program uses a cohort design — participants sign up for the entire program to ensure a consistent learning experience with fellow professionals facing similar challenges and opportunities. Each module includes assignments and teamwork to facilitate insight, understanding and action planning.

LOCATION

The program takes place at the Charles F. Knight Executive Education and Conference Center on Washington University's Danforth Campus in St. Louis, Missouri.

APPLICANT REQUIREMENTS

Applicants for this program can work within any function or department of their organization. The program has been designed for non-specialists and is targeted towards nonfinancial senior level, mid-level and high-potential junior managers in a broad spectrum of manufacturing and service companies, banks and other financial institutions, attorneys and owners/managers of privately held firms.

TUITION

\$6,000

Learn more at www.olin.wustl.edu/certificates

Contact us with any questions.

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