

The modern finance executive should master the following competencies and ensure he/she has the required attributes necessary for his evolving role in business.

1: Businesses Strategy & Innovation

- Defining the strategy process
- New thinking in competitive strategy
- Sustaining competitive advantage
- Executing ideas for new products and services in a structured way
- Earning your seat at the strategy table
- The role of the CFO in the strategy planning process
- Selecting appropriate strategies for the business
- The CFO as incubator for innovation
- Helping employees cross-pollinate different business skills

2: Operations Management

- Quality management, competitive advantage, logistics & supply chain management, project management.
- The role of the CFO in operations management
- Financial education of the different organizational departments
- Business systems & software architecture design and implementation
- Enterprise resource planning
- Enterprise risk management

3: Organisational Behaviour & HR (Internal customer business support)

- Factors that shape the way organisations work
- Leadership, motivation, decision-making, teamwork, group dynamics, organisational culture, personal identity
- Sociological, cultural and institutional factors that shape organisational structures and systems, inter-organisational relationships and networks.
- The CFO as partner in driving transformation in organisations
- Performance management
- Succession planning

4: Board duties and responsibilities and ethics

- Characteristics of an effective Board
- Board duties and responsibilities
- The role of the CFO on the modern Board
- Providing quality and meaningful metrics
- Connecting the dots on how the different parts of the organisation fit together
- How to communicate with impact
- What audit and risk committees want from CFOs
- Tone at the top and setting the right corporate culture
- Compliance strategies and trends

5: Corporate Finance

- Company performance measurement and risk indicators
- Value creation through funding options, risk management and restructuring strategies.
- Develop a practical toolkit to value companies and capital projects, and make smart investment decisions
- Cashflow and Working Capital
- Management Investment Finance & Valuations & Modelling

6: Mergers & Acquisitions

- M&A as part of corporate strategy
- The M&A process from start to finish
- The CFO role in M&A
- How to ensure the success of the deal pre and post implementation

7: Listings requirements

- Listing and enforcement requirements of the JSE and alternative bourses
- The IPO as a CFO-driven process
- How does a successful IPO look like
- Annual filing and reporting requirements

8: Crisis communication and media relations

- How to get ahead of the news
- Managing the needs of employees, executive team, board, and stakeholders
- Media management techniques

9: Predictive Analytics

- Effective strategy for competing in a digital world
- Data analytics for improved performance
- Analytics that delivers business intelligence and management information and struggle with getting business users to adopt analytics insights
- Deriving strategic insight from data, they increasingly see the need for investment in the right people, as well as the right technology

10: Africa Business environment

- Economic perspective on emerging markets
- Ethics and strategy in emerging markets
- The politics of markets: Influence of emerging political models
- Markets in an international context
- Markets at the base of the pyramid

11: Expert Negotiations and the art of persuasion

- Persuasion styles
- How to gain influence, credibility, and confidence
- Techniques to get the deal done
- When to walk away