



Financial Modelling for Higher Education Workshop

Flexible best practice financial modelling to support decision making in a changing higher education environment

EXPLORE

- Developing and applying technical skills and spreadsheet tools to produce a best practice financial model
- Exploring tools to obtain critical data for financial modelling
- Gaining the analytical skills to interpret complex or big data
- Developing a robust and informative financial model to drive strategic direction
- Overcoming the common challenges associated with financial modelling in Higher Education
- Understanding key variables and their impact upon model outcomes
- Exploring evaluative techniques to test model quality and effectiveness
- Optimising dashboards to clearly present model outcomes to senior management

EXPERT FACILITATOR



> **Lance Rubin**
Founder and Chief Executive Officer
Model Citizn



18 & 19 July **Melbourne**
25 & 26 July **Sydney**



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Financial Modelling for Higher Education Workshop

BACKGROUND

The Higher Education sector is a unique environment that is increasingly dealing with uncertainty around funding and demand. Increased global competition and a need to drive down costs mean universities are looking for more engaged finance functions, that are flexible and able to adapt to the changing environment. Financial modelling sits at a vital and valuable crossroad, engaging strategy development and implementation in real terms. Financial modelling also engages investment evaluation and strategic business analysis, unlocking insights that inform major strategic decisions.

More than ever, it is crucial for Higher Education finance professionals to create more forward looking accurate models based on relevant data to provide leaders with the metrics to drive organisational direction. To access funding and data for a successful financial model, finance professionals must learn to actively engage with internal stakeholders throughout the modelling process.

This intensive two-day workshop will rapidly enhance the hard and soft skill sets of participants. These skill sets create a precise and informed financial model, even in the midst of an increasingly uncertain and commercial environment. Attendees will be equipped with the practical tools and skills to create a clear and comprehensive model that can be easily interpreted and manipulated. Participants will know how to adapt to budget changes and proactively manage restructures.

IN-HOUSE TRAINING AVAILABLE



Do you have a team of ten or more people requiring this training? If so, it may be more cost effective for Liquid Learning to bring the training to you. Contact us to discuss your needs today.

TRAINING DELIVERY AND PRE-COURSE QUESTIONNAIRE

This workshop will be delivered using a three tiered approach. The structure of each session is as follows:

1. Technical overview and review of research into the topic area under discussion
2. Practical application of management principles in the review of case studies, worked examples and interactive exercises
3. Discussion of outcomes and implementation issues

Workshop participants will have the opportunity to include comments and questions about issues outlined in the program by way of a pre-course questionnaire. This feedback will enable the course facilitator to adjust content accordingly. The workshop has limited places to allow for customisation, greater interactivity and for individual concerns to be addressed.

INTRODUCING YOUR FACILITATOR



Lance Rubin
Founder and Chief Executive Officer
Model Citizn

Lance has a wealth of modelling experience across financial and professional services having worked at two of the Big 4 accounting, Investec Bank Corporate Finance & Advisory and National Australia Bank across both retail and wholesale banking divisions and products.

Lance started his own financial modelling consultancy firm following over 20 years' corporate experience, having moved most recently from the KPMG modelling team (and prior to that, NAB). Lance was a senior leader across Performance Management and Rates Validation, which was responsible for daily pricing, rates and valuation used in the bank's core banking systems across interest rate, foreign exchange and commodities.

Lance has also spoken at a number Modeloff Global Training camps in Australia and abroad. He has recently been appointed as the Group CFO for Sequel CFO and responsible for financial modelling and analytics across the franchise.

Lance is a Member of the Chartered Accountants Australia & New Zealand (CAANZ), Member of the South African Institute of Chartered Accountants (SAICA) (2000-2009), Financial Modeling Fundamentals (Modano certified A+), Certified trainer for the Financial Modeling Institute (FMI) focusing specifically on the Advanced Financial Modeler (AFM) accreditation.

WHO WILL ATTEND

- Financial Modellers
- Financial Analysts
- Business Analysts
- Forecasting Managers
- Demand Analysts
- Budgeting Managers
- Strategic Planning
- Investment Analysis
- Finance Managers
- Planning Managers
- Financial Reporting Officers
- Management Accounting



VALUE PLUS DISCOUNT

Receive \$400 off registration if you register and pay by 6 March 2018



SUPER SAVER DISCOUNT

Receive \$300 off registration if you register and pay by 24 April 2018

Day One

Start with the big picture: What are you modelling and why?

- The role of financial modelling in a Higher Education context
- Understand your stakeholders, services, people, resources and outcome needs
- Determine resource and service delivery consumable costs
- Explore financial impacts of new frameworks, digital transformation and shared service trends

Design your model to meet organisational expectations and deliver value

- Establish model dimensions, define fixed and variable assumptions and logic
- Case-by-case benchmarking to ensure best practice outcomes
- Ensure the right assumptions are made - Are they realistic? Do they reflect what is really happening?
- Set clear standards for models to maintain modelling quality and consistency

Data sourcing, analysis and dealing with large datasets

- Overview of challenges with accessing robust and consistent data from a range of sources
- Incorporate innovative types of qualitative and quantitative data to broaden analysis
- Extract relevant information, identify cost drivers and conduct unit cost analysis
- The value of developing a model based on structured data

Financial modelling with uncertain and emerging variables

- The cornerstones of a flexible model, managing variable uncertainty
- Incorporate sensitivity analysis to mitigate risk and increase accuracy
- Apply controls to ensure models are achievable and produce robust financials
- Common pitfalls of complex financial models and tools to overcome them

Technical skills think-tank: Advanced financial modelling tools, functions and methodologies

- Shortcuts to increase efficiency when building a robust, thorough financial model
- Review aggregate functions to simplify complicated and conditional formatting calculations
- Speed up variable calculations with relative, absolute and mixed referencing

Day Two

Ensure model quality through testing and evaluation

- Techniques and tools to measure model effectiveness and potential errors through evaluative methods
- Methods to conduct thorough pilot testing to scrutinise a financial model
- Ensure financial models integrate properly
- Understand the importance of best practice model documentation and specification to benefit multiple users

Translate modelling into effective management action plans

- Help your organisation to identify savings targets, add value and develop savings or revenue plans
- Clarity on how to use models to plan for long-term viability and understand systems/processes to facilitate change
- Ensure action plans in place to achieve savings or increased revenue targets
- Effective articulation and presentation of complex ideas that achieve stakeholder expectations in a simple manner

Create a clear model for finance and non-finance employees

- Explore information presentation tools
- Assist operational management to understand the financial ramifications of their service
- Ensure model can be understood, maintained and updated without reliance on subject matter expertise
- Ensure technical changes can be made to model without rebuilding

Soft skills think-tank: Essential soft skills to support best practice financial modelling

- Routinely consult with management to embed senior level engagement and awareness
- Liaise with business and faculty teams to understand needs and inform decision making

WORKSHOP SCHEDULE

- 8.30 - 9.00 Registration
- 9.00 - 10.40 Session One
- 10.40 - 11.00 Morning Tea
- 11.00 - 12.30 Session Two
- 12.30 - 1.30 Lunch
- 1.30 - 3.00 Session Three
- 3.00 - 3.20 Afternoon Tea
- 3.20 - 4.30 Session Four
- 4.30 Close of Workshop

