

Leading Edge Practices in Cost Management



DAY ONE

8:00 A.M.	REGISTRATION
8:30 A.M.	<p>INTRODUCTION AND OBJECTIVES</p> <ul style="list-style-type: none"> Two Key Ideas: <ul style="list-style-type: none"> - new perspectives: The Fish Tank Syndrome - three levels of performance <p>COST ACCOUNTING AND MANAGEMENT.....</p> <p>WHAT IS THE STATE OF THE ART?</p> <ul style="list-style-type: none"> This ain't my Dad's cost accounting The new role of cost management Creating shareholder value with Leading Edge Cost Management Techniques Integrating measurement systems to drive cost down and profits up Agree on potential benefits of new cost accounting and management practices to your organization <p>ECONOMIC PROFIT AND VALUE BASED MANAGEMENT</p> <ul style="list-style-type: none"> Cash is King - earnings is an opinion! Competing with the best 3 Ways to calculate value creation: EVA® (EP), CFROI and RCF Identify value creating/destroying products, services and customers Bringing focus to the organization with VBM Agree on potential benefits of VBM to your organization
12:00	LUNCH
1:00	<p>DRIVING AND MEASURING FINANCIAL PERFORMANCE WITH THE BALANCED SCORECARD</p> <ul style="list-style-type: none"> Scorecard development Discover how to align human performance with strategy Agree on potential benefits of BSC to your organization Discover what leading edge companies are saying about Balanced Scorecard <p>ABC SYSTEMS RELIABILITY AND THE LATEST TECHNIQUES</p> <ul style="list-style-type: none"> What is wrong with ABC And what is right? 10 ways to re-invigorate your ABC system Key aspects of ABC Best practices in ABC implementation Getting ROI from ABC Agree on potential benefits of ABC to your organization <p>RESOURCE CONSUMPTION ACCOUNTING (RCA)</p> <ul style="list-style-type: none"> What is RCA and why is it important 1000's of German companies and SAP users might have it right! Understand how SAP CO uses RCA Key aspects of RCA Agree on potential benefits of RCA to your organization
5:00	CLOSE OF DAY 1

DAY TWO

8:30 A.M.	<p>MANAGING PROCESSES AND HUMAN PERFORMANCE</p> <ul style="list-style-type: none"> Introduction to process improvement and management Key process analysis tools Process measures and cost Aligning human performance Agree on potential benefits of PM & HPS to your organization <p>ACTIVITY BASED PLANNING AND BUDGETING</p> <ul style="list-style-type: none"> What is wrong with Traditional Budgeting ABB definition and benefits How to Implement ABB Using ABB to institutionalize new cost management techniques Agree on potential benefits of BM to your organization <p>BUSINESS MODELING (BM)</p> <ul style="list-style-type: none"> How leading corporations like HP uses BM to achieve profits Principles of BM Experience "What-If" scenarios Agree on application of BM to your organization
12:00	LUNCH
1:00	<p>DRIVING COSTS DOWN AND PROFITS UP</p> <ul style="list-style-type: none"> Process re-engineering Supply Chain optimization Eliminating non value adding activities and reducing staff Customer and segment optimization Product and service optimization Agree on potential cost reduction and profit improvement actions for your organization <p>INTEGRATED COST MANAGEMENT SOFTWARE TOOLS SAP, PEOPLESOFT, ACORN, HYPERION, SAS AND OTHERS</p> <ul style="list-style-type: none"> Software is only part of the answer Systems architecture...determine what you really need Classes of software to facilitate cost management Identify potential software improvement opportunities for your organization <p>NEXT STEPS</p> <ul style="list-style-type: none"> Implementation stages Establish the business priorities Work through the 5 steps of implementation Decide where your organization is and what the next steps are Summarize recommendations for your organization
5:00	WORKSHOP ENDS

OBJECTIVES

- To examine how leading edge cost management practices are different from "traditional" cost accounting or GAAP and why that is important
- To provide cost management practitioners and other specialists with up-to-date information on current cost management practices
- To establish useful insight on how an organization can get a solid ROI for their cost management initiatives

The 5 key reasons you should attend this workshop are...

- It does not focus on software, but it does help you understand what you need to do before you make objective software decisions
- It shows you how to analyze results and move your organization towards implementing value-based management
- It gives your real-life examples
- It tells you, step-by-step, how to do it
- It could be the first step on the path to implementation

IT WILL MEET YOUR OBJECTIVES

"I liked that the course did not focus on software but on methodology"

IT'S EASILY APPLICABLE TO THE REAL WORLD

"I enjoyed doing an actual walk through example"

THE COURSE LEADERS ARE EXCEPTIONAL

"..able to make a potentially boring subject quite interesting"

This workshop is fundamental to:

TEAMS OF MANAGEMENT AND ANALYTICAL STAFF RESPONSIBLE FOR MANAGING COSTS:

- Vice Presidents of Finance and Operations
- Controllers and Operations Managers
- Change Management Team Leaders
- Operations Managers
- SAP & PeopleSoft and other ERP implementation team members
- Strategic Planners
- All Accountants



YOU GET THE FACTS YOU NEED

"Excellent instructions with broad-based knowledge gained from experience"

Your Workshop Leaders

PAUL SHARMAN (ACMA)
is president of Focused Management Inc., a company established to assist organizations in implementing new cost and measurement techniques. As one of North America's better known independent Cost Management practitioners, Paul has helped many organizations to implement ABC/M. Over the past 9 years he has trained literally thousands of people around the world in many seminars on Cost and Management.
Other workshop leaders include John Whitworth and Jim Gurowka.



A free electronic publication from Focused Management that gives you the latest developmental thinking and practical implementation tips in:

- Activity Based Management
- Process Management
- Human Performance Systems
- Performance Measurement
- Balanced Score Card
- Value Based Management
- Financial Analysis
- Activity Based Budgeting

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"We wanted to train a large group of people and found that holding the course on our premises gave us several clear advantages:

- the ability to learn together as a group, with the possibility to refer back to our own situation
- cost savings and
- allowed more of our staff to be trained"

Gisele Bordeleau,
Canadian Coast Guard, Pacific Region

In-house workshops available -
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Registration Form – Leading Edge Practices in Cost Management



Call: 1-800-268-4041



E-mail: mfogarty@focusedmanagement.com



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- April 7 & 8, 2003 **Toronto**
- May 8 & 9, 2003 **Vancouver**
- June 12 & 13, 2003 **Calgary**
- September 15 & 16, 2003 **Toronto**
- October 16 & 17, 2003 **Ottawa**

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Cancellation Policy: If you find at any time that you cannot make the event then you are welcome to substitute someone on your behalf. If you have to cancel your registration at less than

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BENEFITS

- Get ROI from attending this seminar!
- Identify at least 5 solid ways to reduce cost and increase profits of your organization
- Assess cost management and measurement practices of your organization
- Prepare recommendations to improve cost management in your organization

PROVEN WAYS TO REDUCE COSTS AND INCREASE PROFITS

- Learn about leading edge cost management practices
- Discover how they interact with each other to provide a comprehensive solution
- Operations and finance team members learn what managing cost is really all about
- Analyze your current costing practices and determine why they don't cut it



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