DIPLOMA IN CORPORATE FINANCE
Invest in your career

www.charteredaccountants.ie/diplomas
In Corporate Finance, what separates success and failure is shrewd judgment, the ability to see an opportunity, to minimise risk and make timely and decisive decisions.

You will acquire technical skills, knowledge and best practice technique in financial analysis, investment appraisal, financing decisions, corporate valuation M & A transactions and maximising shareholder value.

Who is it for?
The course is designed for business and finance professionals either working in, or aspiring to work in corporate finance. It is ideal for those involved in business financing, valuation and analysis.

The programme also enables experienced corporate financiers to gain formal recognition for their existing skills and expertise in the field.

Why should you study this course?
During the course, you will build a powerful set of skills which will enable you to assess and advise on investment decisions, project financing, corporate valuation and acquisition/divestment decisions.

It will sharpen your critical commercial acumen, shifting value and influence to the top of the business.

What will my input be?
Participants consistently tell us that they spend on average 20 hours per module (whether by classroom or distance learning) and approximately a further 20 hours per assignment. It should be noted that this is an average and a guideline.

Content overview
The course takes an applied approach, drawing on real life case studies.
The Diploma in Corporate Finance will give you:

- A well-grounded foundation in the theory of corporate finance;
- Tools, checklists and spreadsheet models that can be used in practice;
- Irish and international case studies.
When?
Modules take place on
Fridays - 2pm to 7pm
Saturdays - 9am to 2pm.

Programme schedule
Module 1 8 & 9 Feb
Module 2 8 & 9 Mar
Module 3 5 & 6 April
Module 4 26 & 27 April
Module 5 24 & 25 May
Module 6 14 & 15 June

Additional Modules
Financial modelling: 22 March
Negotiations Skills: 14 June - 9am to 1pm
(Additional modules are not assessed)

Class format
The programme is available by classroom or distance learning.

Classroom
The programme is delivered over a series of 6, two day modules,
(with 2 half day modules on Financial Modeling and
Negotiations Skills). Classes take place in Chartered Accountants
Ireland, Dublin office.

Distance learning
The course content for the distance course is the same as
the classroom. Distance participants will receive online
access to all classroom material and recordings.

Classroom sessions are recored
live and made available at least
two days after the classroom
session. Recorded lectures are
deemed as a supplementary
learning resource and not a
primary resource in order to
complete a programme. All
efforts are made to upload
recorded material, where this is
not possible due to technical
errors or where there are time
delays incurred, this is not
deemed as prohibitive to
completing an assessment.

Course price
Classroom
CAI/ICAS member €3,365
Other professionals €3,735

Distance Course
CAI/ICAS member €2,695
Other professionals €2,995

Multiple bookings by a single
employer will qualify for a
discount of 10% for the second
and subsequent booking.
If you completed a Diploma
course with Chartered
Accountants Ireland previously,
you are entitled to a discount
of 10%.

Can I use the course
towards my CPD hours?
This programme offers
structured and unstructured
CPD hours contact time. The
exact number of hours that can
be claimed as CPD will vary for
each individual depending on
time expended and the
requirements of their
professional body.

Entry Criteria
This programme has been
designed to meet the needs of
qualified accountants and is
open to Members of Chartered
Accountants Ireland and other
recognised professional bodies
including ICAS, ACCA, CIMA, CPA,
ICAEW. Holders of a degree at
Level 8 (on the NFO) or
equivalent qualification or
experience in finance, business
or other relevant field may also
apply. Applicants other than
Members of Chartered

Accountants Ireland must
provide proof of their
membership of another
professional body or details
showing how their experience or
qualifications are relevant. See
our website for full details on
eligibility rules.

Assessment and Awards
The programme is assessed
through a mix of two practically
focused home assignments and
an end of course exam in Dublin
or online. The first
assignment will be released
after module 2, the second
assignment will be released
after module 4.

- 50%, 2 assignments
  (completed at home),
- 50%, end of course exam
  (open book 2 hour written
  exam preceded by 30 minutes
  reading time).
- Participants must achieve
  50% or above in the
  assignments to be eligible to
  sit the exam
- Participants must achieve
  50% or above in the final
  exam to be eligible for the
  award of the Diploma. Pass
  mark is set at 50% with
distinction achieved at 70%.
CAI/ICAS member will be
awarded a Diploma in
Corporate Finance from
Chartered Accountants
Ireland under the ‘1966 ICAI
Charter Amendment Act’. Others will be awarded the
Diploma in Corporate Finance
by Chartered Accountants
Ireland Executive Education
DAC.

Assess and advise on investment decisions
<table>
<thead>
<tr>
<th>MODULE 1</th>
<th>MODULE 2</th>
<th>MODULE 3</th>
<th>MODULE 4</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Financial Analysis, Financial Mathematics and Risk</strong></td>
<td><strong>Investment Decisions</strong></td>
<td><strong>Financing and Treasury Decisions</strong></td>
<td><strong>Valuation and Capital Markets</strong></td>
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<tr>
<td>Having completed this module it is intended you will have deeper understanding of:</td>
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<tr>
<td>• Ratio analysis;</td>
<td>• Payback;</td>
<td>• Source of finance;</td>
<td>• Valuations;</td>
</tr>
<tr>
<td>• Brokers’ reports;</td>
<td>• Price/Earning multiple (P/E);</td>
<td>• Treasury management – interest rate risk;</td>
<td>• Initial Public Offering (IPO);</td>
</tr>
<tr>
<td>• Accounting for corporate finance transactions;</td>
<td>• Internal Rate Of Return (IRR);</td>
<td>• Treasury management – commodity /currency risk;</td>
<td>• Acquisitions;</td>
</tr>
<tr>
<td>• Shareholder value &amp; risk;</td>
<td>• Net Present Value (NPV);</td>
<td>• The lender’s perspective;</td>
<td>• Family/shareholder disputes;</td>
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<tr>
<td>• Investor relations;</td>
<td>• Sensitivity analysis;</td>
<td>• Debt capacity;</td>
<td>• Sources of information for Capital Markets;</td>
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<tr>
<td>• Corporate governance;</td>
<td>• Discounted Cash Flow (DCF) with complications;</td>
<td>• Current transaction yardsticks and trends;</td>
<td>• Players (hedge funds, pension, private equity etc);</td>
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<tr>
<td>• Taxation;</td>
<td>• Cost of capital;</td>
<td>• Identifying the appropriate debt/equity mix.</td>
<td>• Portfolio management;</td>
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<tr>
<td>• Dividends and share buybacks;</td>
<td>• Tax planning;</td>
<td></td>
<td>• Behavioural finance;</td>
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<tr>
<td>• Corporate strategy;</td>
<td>• Investment decisions and the business cycle.</td>
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<td>• Economics and valuation.</td>
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<td>• Compensation strategy;</td>
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<tr>
<td>• Putting it all together – managing for shareholder value.</td>
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</table>
## MODULE 5
**Corporate Transactions**

Having completed this module it is intended you will have deeper understanding of:

- Acquisitions;
- Disposals;
- Management Buyouts (MBOs)/Management Buy-ins (MBIs);
- Process;
- Reporting;
- Earnouts;
- Negotiations;
- Due diligence;
- Legal documentation.

## MODULE 6
**Business Restructuring**

Having completed this module it is intended you will have deeper understanding of:

- IPOs;
- Project finance;
- PPPs – Public Private Partnerships;
- Raising Finance for SMEs;
- Different stages of funding requirement;
- Sources of funds and the funding landscape;
- Equity finance;
- Debt finance;
- Alternative sources of finance;
- Valuation of private companies;
- How to value a business for acquisitions or disposals;
- Making acquisitions – the various stages of buying a business;
- Selling a business.

## ADDITIONAL MODULE
**Financial Modelling (This module is not assessed)**

This module is option and not assessed:

- Financial modelling using MS Excel NB: Participants should have a good working knowledge of MS Excel

## ADDITIONAL MODULE
**Negotiation Skills (This module is not assessed)**

This module is option and not assessed:

- Understanding and planning the negotiation process
- Bargaining tactics and techniques
- Negotiation models and Frameworks
- Negotiation planning and preparing
- Delivery, execution and close of the negotiation
- Negotiation skills
- Dealing with difficult personalities
- Dealing with your emotions
- Conflict management
- Action plan
EXPERT INSTRUCTOR

This course is led by our team of expert instructors.

Lead instructor

Cormac Lucey
Financial Services Consultant

Cormac holds an MBS from UCD and is a qualified Chartered Accountant. He was formerly Vice-President of Rabobank International, and Finance Director in Stentor plc. Cormac advised on acquisition and disposals for a number of quoted Irish companies. He is currently director of the IMI business finance programme and tutor on a number of Chartered Accountants Ireland courses.

Other instructors

Orla Fisher
Director in PwC Deals specialising in Transaction

Orla Fisher is a Director in PwC’s Deals practice, specialising in Transaction Services. Orla has over 16 years’ experience in Assurance and Advisory services. She spent 6 years in PwC’s Assurance division working on a number of the firm’s largest clients and has over 10 years’ experience providing a range of Advisory and Deals services to PwC’s advisory clients.

She has managed numerous acquisitions and disposals, financial due diligence, project management, independent business reviews and other advisory assignments across the Advisory business, both nationally and internationally (mainly Europe and the US).

Orla has significant experience working with plc clients and has also worked with many small, medium and large private companies across a range of sectors and geographies. This included various PwC and client secondments in Ireland and the US.

Tom Murray
Director and Insolvency Practitioner - Friel Stafford

Ken Tyrrell
Deals Partner - PwC
Lorraine Enright
Senior Revenue Accountant, Symantec

“The Diploma in Corporate Finance is a great course, ideal for professionals who wish to further their knowledge in the business world. The standard of lectures and lecture material was very high, with an exceptional level of support provided to the group. I am now confident I have the knowledge and technical skills required to tackle complex Corporate Finance decisions.”

Ricardo Laverty
Finance Director, Grace Cole Ltd.

“I would strongly recommend this course as a CPD option for accountants both experienced and inexperienced in the world of corporate finance. The lecturers were highly engaging and used real world experience to illustrate all learning areas to excellent effect.”

David Codd
Finance Director, Booker plc

“I found this course very stimulating – it didn’t feel like hard work at all! The material provided combined theory and practice well and the assignments were very interesting. I completed it by distance education and did not feel disadvantaged at all.”

Geraldine Lyons
Director, DEPFA BANK plc

“I found the course excellent - really enjoyed the subject matter.”

Gareth Governey
Head of Structured Banking, HSBC Bank

“The lectures and guest speakers were engaging and thought provoking.”

John O’Connor
Head of Multinationals, HSBC BANK PLC

“I found the course excellent, informative and very useful. I took a lot away from it. I enjoyed the real life experiences noted in the lectures.”

Ray Masterson
Audit Director, OSK

“The areas covered during the course were very relevant in today’s environment and the practical presentation was excellent. The presenters were very experienced and this experience was thoroughly shared and demonstrated.”

Dave Geoghegan
Financial Controller, National Hardware Ltd.

“Excellent delivery of an excellent course in excellent facilities. It exceeded my expectations and allowed me to achieve my objectives.”
APPLICATION FORM

DIPLOMA IN CORPORATE FINANCE

This form should be completed and returned to
Linda McGee, Learning & Development, Chartered Accountants Ireland, Chartered Accountants House, 47-49 Pearse Street, Dublin 2.
Telephone: + 353 (1) 637 7213  Fax: + 353 (1) 523 3987  Email: bookings@charteredaccountants.ie

Section 1 – Personal Details

(Please note the details you provide in this section will be then used as your correspondence address throughout the course)

Name
Address for Correspondence
Contact Telephone Number
Contact Email address
Chartered Accountants Ireland or ICAS membership number
Other professionals, please state your relevant qualification (e.g. ACCA, CIMA etc)

* In the case of other professionals, proof of membership will be required from the participant’s own member body.

Section 2 – Employment Details

Company Name
Job Title
Company Address
Company Phone number
Company Email

* In the case of other professionals, proof of membership will be required from the participant’s own member body.

Section 3 – Payment Details

Is your company paying your qualification fees?  No  Yes (if yes we will raise the invoice against the company details provided in section 2)
Classroom:  CAI/ICAS member fee: €3,365  Other professionals fee: €3,735
Distance:  CAI/ICAS member Fee: €2,695  Other professionals fee: €2,995
Credit Card Debit Card  **Instalments

** The Instalment payment option will allow participants to spread the cost of a diploma over four equal payments, with the first payment being charged at registration stage, and then remaining payments being charged to a debit/credit card on agreed dates.

If paying by card please fill out the below:

Card Number
Expiry date
CCV
Signature of Cardholder

For a full list of terms and conditions please visit our site www.charteredaccountants.ie/diplomas

Please tick the box to indicate that you’ve read the terms and conditions  

Use and protection of your personal information.
The Institute will use the information which you have provided in this form to respond to your request or process your transaction and will hold and protect it in accordance with the Institute's privacy statement which explains your rights in relation to your personal data.