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.

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.

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.
When?
Modules take place on
Fridays - 2pm to 7pm
Saturdays - 9am to 2pm.

Programme schedule
Module 1  6 & 7 September
Module 2  4 & 5 October
Module 3  1 & 2 November
Module 4  10 & 11 January
Module 5  7 & 8 February
Module 6  28 & 29 February

Additional Modules
Financial modelling: 13 September
Negotiations Skills: 28 February - 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 recorded 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 bookings.

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 NQF) 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
### COURSE OUTLINE

#### MODULE 1
**Financial Analysis, Financial Mathematics and Risk**

Having completed this module it is intended you will have deeper understanding of:
- Ratio analysis;
- Brokers’ reports;
- Accounting for corporate finance transactions;
- Shareholder value & risk;
- Investor relations;
- Corporate governance;
- Taxation;
- Dividends and share buybacks;
- Corporate strategy;
- Investment strategy;
- Compensation strategy;
- Putting it all together – managing for shareholder value.

#### MODULE 2
**Investment Decisions**

Having completed this module it is intended you will have deeper understanding of:
- Payback;
- Price/Earning multiple (P/E);
- Internal Rate Of Return (IRR);
- Net Present Value (NPV);
- Sensitivity analysis;
- Discounted Cash Flow (DCF) with complications;
- Cost of capital;
- Tax planning;
- Investment decisions and the business cycle.

#### MODULE 3
**Financing and Treasury Decisions**

Having completed this module it is intended you will have deeper understanding of:
- Source of finance;
- Treasury management – interest rate risk;
- Treasury management – commodity/currency risk;
- The lender’s perspective;
- Debt capacity;
- Current transaction yardsticks and trends;
- Identifying the appropriate debt/equity mix.

#### MODULE 4
**Valuation and Capital Markets**

Having completed this module it is intended you will have deeper understanding of:
- Valuations;
- Initial Public Offering (IPO);
- Acquisitions;
- Family/shareholder disputes;
- Sources of information for Capital Markets;
- Players (hedge funds, pension, private equity etc);
- Portfolio management;
- Behavioural finance;
- Economics and valuation.
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<tr>
<th>MODULE 5: Corporate Transactions</th>
<th>MODULE 6: Business Restructuring</th>
<th>ADDITIONAL MODULE: Financial Modelling (This module is not assessed)</th>
<th>ADDITIONAL MODULE: Negotiation Skills (This module is not assessed)</th>
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<tr>
<td>• Acquisitions;</td>
<td>• IPOs;</td>
<td>• Financial modelling using MS Excel NB: Participants should have a good working knowledge of MS Excel</td>
<td>• Understanding and planning the negotiation process</td>
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<td>• Disposals;</td>
<td>• Project finance;</td>
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<td>• Bargaining tactics and techniques</td>
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<td>• Management Buyouts (MBOs)/Management Buy-ins (MBIs);</td>
<td>• PPPs – Public Private Partnerships;</td>
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<td>• Negotiation models and Frameworks</td>
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<td>• Process;</td>
<td>• Raising Finance for SMEs;</td>
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<td>• Negotiation planning and preparing</td>
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<td>• Reporting;</td>
<td>• Different stages of funding requirement;</td>
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<td>• Delivery, execution and close of the negotiation</td>
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<td>• Earnouts;</td>
<td>• Sources of funds and the funding landscape;</td>
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<td>• Negotiation skills</td>
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<td>• Negotiations;</td>
<td>• Equity finance;</td>
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<td>• Dealing with difficult personalities</td>
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<td>• Due diligence;</td>
<td>• Debt finance;</td>
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<td>• Dealing with your emotions</td>
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<td>• Legal documentation.</td>
<td>• Alternative sources of finance;</td>
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<td>• Conflict management</td>
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<td>• Valuation of private companies;</td>
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<td>• Action plan</td>
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<td>• How to value a business for acquisitions or disposals;</td>
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<td>• Making acquisitions – the various stages of buying a business;</td>
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<td>• Selling a business.</td>
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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
Senoir 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

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<tr>
<th>Section 1 – Personal Details</th>
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<tr>
<td>(Please note the details you provide in this section will be then used as your correspondence address throughout the course)</td>
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<tr>
<td>Name</td>
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<td>Address for Correspondence</td>
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<td>Contact Telephone Number</td>
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<td>Contact Email address</td>
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<td>Chartered Accountants Ireland or ICAS membership number</td>
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<td>Other professionals, please state your relevant qualification (e.g. ACCA, CIMA etc)</td>
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* In the case of other professionals, proof of membership will be required from the participant’s own member body.

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<th>Section 2 – Employment Details</th>
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<td>Company Name</td>
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<td>Job Title</td>
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<td>Company Address</td>
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<td>Company Phone number</td>
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<td>Company Email</td>
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<th>Section 3 – Payment Details</th>
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<tr>
<td>Is your company paying your qualification fees? No Yes (if yes we will raise the invoice against the company details provided in section 2)</td>
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<tr>
<td>Classroom: CAI/ICAS member fee: €3,365 Other professionals fee: €3,735</td>
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<td>Distance: CAI/ICAS member Fee: €2,695 Other professionals fee: €2,995</td>
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<td><strong>Instalments</strong></td>
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<td>Credit Card Debit Card</td>
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**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:

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<th>Card Number</th>
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<td>Expiry date CCV</td>
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<td>Signature of Cardholder</td>
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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.