

# IMI Diploma in Business Finance

Participate in  
decision-making  
at the highest level



# Participant Testimonials

“The IMI Diploma in Business Finance was excellent in terms of providing a useful toolkit of methods which I have been able to use in my day job as well as demystifying terminology. I would strongly recommend the programme to anyone who is responsible for decision making that involves budgeting, cost management, business case development or indeed anyone who has an interest in the general world of finance. As someone who had no financial qualification before attending the programme I am glad to say that the concepts were presented and explained in a manner which allowed me to learn quickly and effectively. I look forward to applying the techniques and concepts learned during the programme in my career and personal life into the future.”

**Luke Hanlon**, Logistics Director  
Musgrave Retail Partners Ireland

Without being an expert in finance, the programme has enabled me not only to understand the general financial structure of a business, but also have an objective opinion of its financial health. It has also helped me to identify the main financial KPIs in different industries. I especially appreciated the fact that the programme covers the inherent differences between SMEs and big companies, but also services (technology) vs. manufacturing businesses. I found the programme an essential tool to have at a management level and if you are thinking of setting up your own business, it provides you with the all too important finance skills to have in order to implement a proper business plan.”

**Sarah Reveillard**, Search Manager  
DELL

“The IMI Diploma in Business Finance provides an excellent learning platform on a topic no one can really afford to ignore in today’s unforeseeable future environment. The material covered is comprehensive, practical, very current, and the course style and interactive format allows for some personalised exploration on topics or special interest. This is a worthwhile investment, and I would highly recommend this course to anyone looking to learn or strengthen his/her financial skills.”

**Francois Pichot**, Project Manager  
Nova, University College Dublin



The IMI Diploma in Business Finance is designed to give you a combination of skills, an overview of the big issues in financial management and the detailed tools to analyse a company’s performance. One of the key skills you learn is to apply real world judgement to your analysis of company accounts. I would strongly recommend the programme to anyone who wants to improve the financial performance of their business.”

**Bryan Maher**, Managing Director  
Palladio Holdings Ltd



# The IMI Diploma in Business Finance will give you the confidence and skills required both to participate in decision-making at the highest level, and to work effectively with your colleagues in finance.

In today's exceptionally challenging business environment key executives need to be able to fully participate in business decisions. Each business decision typically requires a robust financial analysis. Therefore, decision makers require the skills to understand, interpret and contribute to this process of financial analysis thus adding value to their organisation.

On this programme you will work with experienced finance specialists and business practitioners to develop knowledge and competence across all key areas of finance via class discussion, case study analysis, individual and group activities.

## Who this programme is for

- + Senior specialist managers who are moving into general management roles and need to broaden their skills base.
- + SME owners, general managers, divisional managers, chief executives.

- + Non-financial members of a team (e.g. those responsible for sales, marketing, production, operations, IT, human resources or strategy).
- + Any member of a team who is responsible for participating in business decisions.

## Programme impact

This programme will equip you to deal comfortably with finance questions as they arise on the job. Upon successfully completing the programme, you will have the tools and be equipped to deal with all major financial topics as they relate to the practical day-to-day activity of your business.

You will have the tools to analyse and understand financial accounts. You will be able to prepare business plans and their associated budget projections and to analyse capital expenditure decisions and critically examine corporate finance transactions.

Meet the  
Programme  
Director



**Cormac Lucey**



### Programme Duration:

The programme is run over 6 x 3 day modules, plus assignment day 1 hour long.



### Programme Dates: Dublin

01, 02 & 03 April 2019  
29 & 30 April, 01 May 2019  
27, 28 & 29 May 2019  
24, 25 & 26 June 2019  
02, 03 & 04 September 2019  
30 September, 01 & 02 October 2019  
16 & 17 October 2019

### Programme Dates: Cork

20, 21 & 22 May 2019  
10, 11 & 12 June 2019  
01, 02 & 03 July 2019  
16, 17 & 18 September 2019  
21, 22 & 23 October 2019  
11, 12 & 13 November 2019  
02 December 2019

Visit [www.imi.ie](http://www.imi.ie) to watch an introductory video for the IMI Diploma in Business Finance.



# Programme Content



## Financial Analysis & Evaluating Corporate Performance

- + Financial Statements
- + Company Performance Analysis
- + Competitive Analysis, Business Strategy and Non-Financial Performance Measures
- + Applied Corporate Financial Analysis
- + Broker's Reports
- + Banker's Perspectives
- + Assessment of Accounting Policies

## Management Accounts

- + Cost Analysis
- + Costing Systems
- + Costing and Management Decisions
- + Restructuring Recommendation

## Budgeting & Business Planning

- + Analysis of Economic Background
- + Business Plan
- + Multi-Period Budget
- + Sensitivity Analysis
- + Budget Variances
- + Evaluation of Leverage Position

# Programme Features



## Case Studies

Relevant case studies covering a broad variety of contemporary financial topics are frequently analysed in class. The resulting class discussion allows participants to apply practical tools to real-life business scenarios.



## Interactive Classes

The core concepts, techniques and practical tools of finance are taught in interactive classroom sessions, in which questions and answers are constantly encouraged.



## Class Diversity & Networking

Each year the Diploma in Business Finance attracts a uniquely diverse cohort of experienced managers from a wide range of industries and backgrounds who are intently focused on broadening their knowledge and developing their skills. Throughout the year you will work closely with your class colleagues in team activities and organised study groups. You will leave the programme with a valuable network of business contacts and friends.



## Investment Appraisal

- + Investment Proposals
- + Shareholder Value
- + Divisional Financial Performance
- + Management of Working Capital

## Capital Markets & Valuation

- + Company Valuation Methods
- + Discounted Cash Flow
- + Capital Asset Pricing Model
- + Cost of Capital
- + Management Buy-Out

## Business Finance Capstone

- + Report Writing Skills
- + Research Methodologies



### Topical Discussion

At every module, the class will review, discuss and analyse the crucial financial issues of the day - from company results, to share prices, to the state of the national finances.



### Unique Faculty

IMI faculty have a unique blend of academic qualifications and real world business acumen. This combines with their unrivalled business experience working with practicing managers to create a truly dynamic classroom experience.



### Company Project

By the end of the programme, you will have completed a detailed project that will comprehensively analyse a financial issue relevant to your organisation. You will also present the findings of your analysis to a panel of experts. As well as being part of the assessment process these programme elements often double as practical internal projects for many of our participants' organisations.



### Guest Speakers

In addition to regular classes, guest seminars from visiting experts are a common feature of the programme. These sessions provide you with an opportunity to analyse and discuss issues of contemporary concern with seasoned finance and economics experts.

## Entry Requirements

A candidate's suitability for the programme will be determined by a combination of their academic qualifications and / or relevant professional experience. Each applicant will be firstly required to comprehensively complete the IMI "Portfolio of Learning" form. A primary degree from a recognised third level institution (NFQ level 8) will typically be required with at least 3 years relevant industry experience, however, prior workplace learning will be recognised where applicants do not meet the academic requirement.

Alternatively at least 5 years relevant experience at an appropriate managerial level is the requirement where the degree is not in the appropriate area. This experience may come from a general business or organisational background, or experience working at management level.

Each proposed candidate will be considered on a case by case basis by the Programme Directors, who will interview applicants in person or by phone. The IMI Registrar's Office will oversee all applications and the final decision on any application rests with the Registrar.

All applicants whose first language is not English will be required to show evidence of the successful completion of an IELTS or TOEFL test. The English language requirement for this programme is an IELTS score of 6.5 or equivalent.

## Validation

Successful participants will be awarded both the IMI Diploma in Business Finance and the UCC Postgraduate Certificate in Business Finance. The Postgraduate Certificate qualification is validated and awarded by University College Cork – National University of Ireland, Cork and is a Level 9, Minor Award on National Framework of Qualifications. By completing this programme, you will also earn one-third of the credits required to be awarded the Masters qualification.

## Assignments and Workload

To attain the IMI Diploma in Business Finance participants are assessed in each of the main themes via a variety of practical assignments. The emphasis throughout is on the practical application of knowledge to benefit you and your organisation. Assessment workload is spread across the programme to allow you to combine learning with work and life demands.

## Pricing and Payment Options

For 2019, the IMI offers promotional rates and innovative payment options that make our programmes more accessible than ever. IMI prices are inclusive of core textbooks and psychometric profiling tools, meals and parking at the IMI National Management Centre. These prices are only guaranteed for the Spring 2019 intake of the IMI Diploma in Business Finance.

We offer all our programme participants a 10% discount on double rooms at the IMI Residence at the National Management Centre.

Organisations that purchase several IMI Diploma places in any calendar year may be eligible for MoB Corporate Partnership. By becoming a MoB Corporate Partner, your organisation can avail of considerable additional volume discounts and other benefits. For more information on IMI pricing, financing options and MoB Corporate Partnership, contact the team at: 1800 22 33 88 or email [programmeadvisors@imi.ie](mailto:programmeadvisors@imi.ie).

## Tax Relief on Tuition Fees

If you are paying for your tuition fees yourself, it is now possible to apply to the Revenue Commissioners for tax relief for this IMI Diploma. The amount of relief available varies from person to person, and may be as high as €1,400. Tax relief is allowable per programme, per participant, per academic year. Relief will not be available for any part of tuition fees which are met directly, or indirectly, by grants, scholarships, employer payments etc. Please see [www.revenue.ie](http://www.revenue.ie) for further information on how to apply for this relief. All decisions on individual tax relief requests are subject to the discretion of the Revenue Commissioners.

### IMI Diploma in Business Finance

#### Corporate Member

€8,390

#### SME

€9,190

#### Non-Member

€9,990

### Monthly Payments

Pay for your IMI Diploma by monthly payments spread over the duration of the programme. There is no interest charged for choosing this payment option. Terms and conditions apply.

### IMI Staged Payments

Pay for 60% of your course in advance of its commencement and the 40% balance is due before the start of your fourth module.

### Reflective Integrated Assignment

Completion of the MBS pathway is contingent on participants completing the RIA (5 credits) capstone assignment. Guidance is offered through a compulsory one-day facilitated workshop and ongoing support and access to the IMI Knowledge Centre is also provided at a cost of €650. Payment is due on acceptance of Diploma three.

For more information on these financing options, contact the team at: 1800 22 33 88 or email: [programmeadvisors@imi.ie](mailto:programmeadvisors@imi.ie)





# IMI Master of Business Framework

A flexible and supported structure of delivery which allows you to tailor your participation around your work-life demands.

You can complete the taught element of each IMI Diploma on a modular basis, over a 6 month period. You have up to 5 years to complete all elements of the IMI Master of Business Framework.

## 15 IMI Diploma Programmes

To make it easier for you to navigate our portfolio and help you choose a programme that fulfils your needs, we have grouped our diplomas into the following categories.



### Leadership and Change

#### IMI Diplomas in

- Leadership
- Executive Coaching
- Organisational Development & Transformation
- Organisational Behaviour
- Strategic Human Resource Management



### Management Capabilities

#### IMI Diplomas in

- Business Finance
- Management
- Regulatory Management
- Management of Governance and Compliance
- Marketing and Digital Strategy



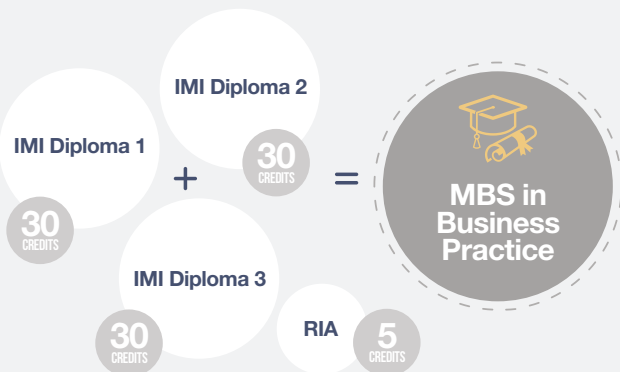
### Strategic Thinking

#### IMI Diplomas in

- Strategy & Innovation
- Data Business
- Digital Business
- Technology Leadership
- International Business Development

## IMI Masters Pathways

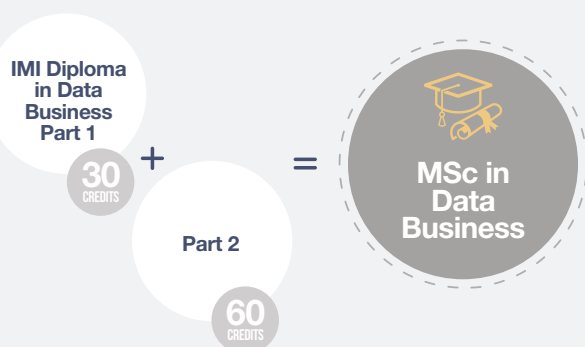
### MBS Pathway



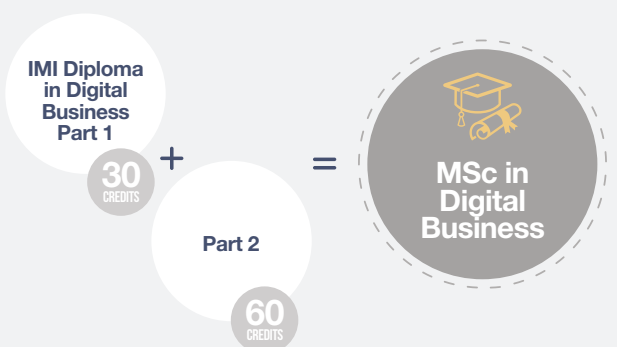
### MSc Pathway



### MSc in Data Business Pathway



### MSc in Digital Business Pathway



For more information on the Masters pathways, contact the team at: 1800 22 33 88 or email: [programmeadvisors@imi.ie](mailto:programmeadvisors@imi.ie)

# IMI Membership 2019

## 1 INFORM



### Masterclasses

Global thought leaders sharing their next-practice ideas.



### Advant-Edge Series

A series of sessions focusing on developing yourself, your people and your business.



### Thought Leadership Webinars

Learn from the comfort of your desktop with our series of leadership webinars.



### Inform Extras

- National Management Conference
- Programme Discounts
- Knowledge Centre
- Top Team Days Away

## 2 TRANSFORM

### All the Benefits of INFORM Membership plus TRANSFORM...



### Talent Forum

A network for senior HR and talent practitioners sharing their next-practice ideas.



### Network Mentors

Develop future leaders through this unique cross-company mentoring initiative.



### The Connect Lounge

Insights from IMI's most popular programmes.



### Up Close and Personal

Meet and engage with international thought leaders in a closed group environment.