

THE CATALYST

PRADEEP GHARE Founder

“THE CATALYST” is a Nashik based management consulting firm having two verticals, Strategic business consulting & Training. Run by a team of professionals catering to many manufacturing companies in & around Nashik, in the field of setting up systems, SOP, Dashboard & MIS, business review mechanism in finance, HR etc. Under training vertical it conducts management development program, managerial effectiveness workshop, finance for business managers, goal setting etc.

Starting From 13th April 2016 to 8th June 2016

COURSE DURATION | EACH WEEK | ON EVERY
9 WEEKS | **4.5hrs** | **WEDNESDAY**

SHARP TIME **02:30 pm** To **07:00 pm**



NASHIK ENGINEERING CLUSTER, AMBAD MIDC, NASHIK.

Course Fee Includes:

Detailed course material, high tea and most important substantial value addition for you. Apart from this, interaction with Industry leaders and good networking opportunities.

Investment: ₹24,000/- + Service Tax @ 14.5 % per head.

(This should not be considered as training fees but investment in your self)

Discount of 10% if more than one nomination is from the same organisation.

Cheque to be drawn in the favor of “The Catalyst”

Course will be conducted by Industry Experts. Main facilitator will be Mr. Pradeep Ghare having more than 18 years of industry experience in Finance, HR and IT in various companies like Caprihans, V.I.P., Lear Seating Pvt. Ltd., ABB, Rishabh Instruments. He has conducted various workshops on “ Finance for Business Managers”, “Managerial Effectiveness” and also provide strategic business consulting to various companies.



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**LAUNCHING 13TH BATCH OF
MANAGEMENT DEVELOPMENT WORKSHOP**



12 Batches
Successfully Completed

OVER 250 Participants
From
45 Companies Benefited

STARTING FROM 13TH APRIL 2016 (WEDNESDAY)

GUARANTEED VALUE ADDITION AND TAKE AWAYS FOR THE PARTICIPANTS:

After completion of this workshop, participants would learn & able to practice following aspects on their own.

Practical Aspects of Business Plan & Managing Finance:

- Formation of vision mission statement, essentials of business plan, setting up risk mitigation mechanism, SWOT analysis.
- **Convert actions into measurable financial parameters** which in turn would be used for developing KRA's (for eg. on receivables, payables, capex, inventory etc.)
- **Understanding financial statements**, how P & L is made, why there is difference between book profit & cash profit (OCF), what are the factors affecting cash profit, what is important for business- book profit or OCF, from book profit.
- **Working out P&L, balance sheet & cash flow statement** to make things very clear with life long understanding of business accounting.
- **How to derive ratios from financial statement**, how to use them as business drivers, KRA, or tool to bench mark your business.
- Meaning & interpretation of various financial terms, how & where these are used **EBIT, PBT, PAT, EBITDA, Capital employed, Net worth, EPS.**
- **Understand relevant costing techniques.** In today's competitive scenario, when customer is not paying for under utilization of your facility nor for any in - efficiency, how marginal costing can help in your pricing policy.
- **Profit Center Concept-** A tool highlighting pockets of in efficiency in the organization.
- **Understand what is working capital (WC) cycle**, the factors affecting WC & how to control WC.
- **Capital Expenditure**, methods of calculating pay back.

Banking, Logistics, Indirect Taxation and Insurance, from Business Perspective:

- Knowing about **various banking products** like EEFC facility, Buyer's credit, pre shipment, post shipment finance in foreign currency.
- **Bank Guarantee, Letter of Credit**, what are important clauses & it's implications.
- **INCO terms** & it's legal implication.
- **Import & Export:** what i should know?
- Important **benefits for exports.**
- Basics of **sales tax, excise, customs duty**, calculation of landed cost
- **Foreign exchange risk, forward contracts, TT buy & sale rate.**
- Various economic term like GDP, Repo Rate, SLR, Reverse Repo Rate & it's business.

Innovation

- How Innovation is important in today's world.
- A systematic approach.

Business HR & Allied Acts:

- Why HR is important for Business, what are **various tools in HR**, Competency mapping, Goal Setting, PMS, Appraisal system, 360 degree feedback, employee satisfaction survey.
- Basics of various acts & it's business implications, **PF, ESIC, MODEL standing order.**
- Negotiable Instrument Act 1881 (Particularly reference to Sec. 138)
- What it takes to be a effective Manager (Managerial Effectiveness)

Over 45 Companies have participated in this amazing workshop. Few of them listed below



OBJECTIVE:

We at "The Catalyst", take immense pride in announcing its 13th Batch of Management Development Program (MDP).

The comprehensive Management Development Program (MDP) equips managers / executives with the necessary competencies to implement their organizations strategic objectives. Further more, the workshop will help to develop a basic understanding of the different fields of management in general & finance in particular to ensure that managers do not perform their own management functions in isolation,

WHO WILL BENEFIT FROM THIS:

SME Owners, Entrepreneurs, Functional Managers / Executives from Finance, Purchase, Operations, Engineering, R&D, Maintenance, Stores, Logistics, Sales & Marketing.

