KPMG Business Academy: corporate training solutions

Creating value through knowledge

kpmgbusinessacademy.com
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Creating value through knowledge

KPMG Lower Gulf Business Academy combines a variety of learning and development approaches in order to provide well established and enhanced training programs.

We are the leaders

KPMG Lower Gulf is recognized locally, regionally and globally as a leading professional services firm. We understand the complex business environment our clients function within and seek to support the educational requirements of organizations across the region.

The Academy team

Our team of dedicated faculty and subject matter experts comprise industry practitioners and trainers. As experienced professionals, they aim to ensure that every training session and seminar offers a combination of practical knowledge and hands-on experience.

What we offer

From entry level to the C-suite, we offer our clients the opportunity to develop skills which will contribute to ongoing career growth.
Employee growth and development is key to an organization's ability to remain agile and resilient in challenging times.

Utilizing a strategic approach to training and development, our team helps organizations determine how to optimize their workforce investments.

KPMG Business Academy courses
— Our workshops and training programs support the development of desirable professional skills in a setting which also enables peer networking.

Corporate training
— We provide training on a wide range of professional topics and soft skills.
— Our sessions include behavioral and leadership training.

Tailored learning
— We understand that one size does not fit all. Our courses are tailored to suit organizationally-specific learning needs.

We believe in clearly defined learning objectives and strive to develop a ‘learning mission’ for every program.

Disseminate knowledge and support continuous learning

Measure progress and results

Set benchmarks and assess capabilities

— Our workshops and training programs support the development of desirable professional skills in a setting which also enables peer networking.

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Our approach to curriculum design

**Approach:** We follow a learner-centric approach, offering courses intended to prompt a beneficial shift in attendees' behavior and performance.

**Design:** We use instructional design to enhance our programs to the extent that they deliver interactive, applied and business-specific scenarios through the use of case studies, role playing, gamification and other activities.

**Delivery:** Programs are delivered by subject matter experts and facilitators in order to foster immersive, experiential and engaging activities. Our courses are designed to support development of required traits based on real-time challenges.

Engage
Create
Deliver
Developing bespoke learning

As required, we carry out an assessment prior to the start of training sessions. The purpose of this assessment is to capture the level of awareness regarding the subject matter and ensure training to be at par with participants’ level of understanding.

Discussion on dilemmas facing the practical implementation of learning will be addressed.

At the end of the course participants will be assessed on the key learning points covered during the training. Based on these results, we prepare a report summarizing the outcome of the training and achievements of each group.

Learning journey: Our step-by-step approach

Pre-course
- Pre-course assessment
- Course orientation

During course
- Class-room training
- Group activities

Post-course
- Post-course assessment
- Post-program assignment
Fundamentals of finance and accounting

Our fundamentals of finance and accounting course enhances financial knowledge and enables attendees to better analyze the impact of decisions on company performance, enabling easier discussion with finance managers.

Learning objectives:

— Understand the implications of finance on corporate activities
— Analyze the connections between income statements, balance sheets and cash flows
— Identify common pitfalls and ways to manage challenges
— Enhance attendees’ roles as decision-makers

International financial reporting standards (IFRS)

The course provides participants with more advanced knowledge of IFRS applications. Detailed practical examples on the implementation and application of accounting and financial reporting concepts, and analysis of real cases across different industries support participants to gain experience in the preparation, analysis and review of financial records, with the goal of generating successful strategies.

Participants will also be updated on recently adopted or improved standards and gain information on any forthcoming standards, offering professional interpretations, as well as discussions among subject matter experts.

Learning objectives:

— Understand new financial instrument standards, IFRS 9, 15 and 16
— Classification and measurement with respect to business model and sole payments of principal and interest criteria
— Comprehend the concept of expected credit losses
Cash management

This course has been designed to help participants grasp the importance of cash management and realize that even the most profitable companies can face difficulties if cash flow is not managed properly.

This course aims to familiarize participants with the tools, techniques and strategies used in managing cash flow and liquidity. We will cover basic concepts of accounting and finance. This course requires little to no prior knowledge.

Learning objectives:

— Understand and measure the impact of cash management when assessing a company’s performance

— Support decision-makers by explaining the implications of cash management with respect to corporate activities

— Improved ability to understand the results beyond profitability, which are often filtered through accounting conventions

Mergers and acquisitions

Completing an acquisition or buyout may be one of the most high-stakes challenges facing a business leader. This course provides owners and executives tasked with making tough deals happen with the practical insights they need to plan, negotiate and close a transaction.

Learning objectives:

— Understand the complete cycle of the M&A process, from initiation to completion

— Analyze, evaluate and bid on prospective opportunities to achieve maximum shareholder value

— Learn the key considerations to negotiate the financial and legal elements of a sale and purchase agreement

Advanced financial statement analysis

This course aims to provide participants with an opportunity to examine various approaches to assessing the operational and financial performance of their organizations as well as competitors, suppliers and clients.

The course is essential for those who are required to read, understand and analyze financial statements.

Learning objectives:

— Assess business performance by analyzing financial statements

— Explore the approaches for pricing a company’s fair value for a variety of purposes

— Analyze the different problems and risk variables that a company might encounter

Treasury management

This course has been designed to help participants grasp the importance of treasury and cash management and realize that even the most profitable companies can face difficulties if cash flow is not assessed properly. This course aims to familiarize participants with the tools, techniques and strategies used in managing cash flow and liquidity.

Learning objectives:

— Recognize and measure the impact of cash management in assessing a company’s performance

— Explore techniques deployed by the leading global treasury organizations

— Understand how treasury can deliver improved bottom-line performance for your business through efficient account structures and optimized working capital
Public-private partnerships (PPP)

This training program was designed to provide an overview of commercial terms and their implications in environments where PPPs take place. This informs a link between risk assessment and contract clauses by understanding various critical business aspects, gaining practical insights and techniques to effectively introduce clauses. Such clauses may permit amendments to the original terms of the contract without threatening the overall business rapport.

Learning objectives:

- Understand the basics of PPPs and the tenets of public financial management
- Project identification and PPP screening
- Learn how to appraise PPP projects and contract management

Real estate finance and management

This course focuses on evaluating property performance, identifying market cycles, assessing the impact of various financing options, developing cash flow models, understanding real estate and corporate finance decisions, and allocating tactical and strategic assets.

Learning objectives:

- Understand the basic standards, requirements and procedures
- Comprehend methods of modeling and risk analysis
- Learn how to invest in cash flow analysis
- Investment decision making
Effective report writing for internal auditors

This course aims to provide participants with an opportunity to assess the operational and financial performance of their organizations, as well as their competitors, suppliers and clients.

The course is essential for all those who have to read, understand and analyze financial statements.

Learning objectives:

— Understand the report writing provisions provided in the standards of IIA
— Analyze the typical audit report structure
— Enhance the impact of your reports

Risk and business continuity management

This workshop’s objective is to provide participants with a detailed understanding of the risks affecting businesses through risk identification, assessment, monitoring and reporting. Participants will be coached on evaluation techniques, and how to implement effective risk mitigation strategies, as well as how to record the process effectively.

Learning objectives:

— Understand the report writing provisions provided in the standards of IIA
— Analyze the typical audit report structure
— Enhance the impact of your reports

Six Sigma

Today, Six Sigma has become one of the most prevalent methodologies to improve performance. An organization is unlikely to grow without robust processes— especially those meant to deliver consistent output. The methodology is, in all, about reducing defects and enhancing process and performance excellence.

Learning objectives:

— Link business objectives to measurable performance parameters and encourage date-driven problem solving
— Allow for process and performance transformation

Data analytics for effective decision making

This course focuses on the transformations that take place in the data analytics field. The course involves working with real-world examples using current computing tools to connect data, processes and experiences and subsequently extract actionable insights.

Learning objectives:

— Analyze data using statistical models and advanced techniques
— Establish relationships between an organization’s business processes and its risks through analytics
— Understand how data analytics can be used to secure competitive advantage.
Leadership skills for finance professionals

Leadership and business skills

Research indicates that functional and technical skills are important, but they are not the things that often distinguish superior from average performance. A major part of performance is derived from leadership characteristics, and this course aims to provide an opportunity to hone those necessary skills.

Learning objectives:

— Understanding leadership expectations and requirements
— Exploring the strategic elements of leadership
— Understanding situational leadership and influencing others.

Strategic thinking

This course is designed to help leaders and managers think strategically, developing insights and organizational vision to inform business strategies.

Learning objectives:

— Learn how to think strategically and create a vision
— Understand how to analyze a given position and how to apply different thinking tools to achieve objectives
— Gain greater confidence in your ability to drive and contribute to the strategic agenda, as well as presenting business cases

Anti-money laundering and fraud prevention

Forensic

This course focuses on developing in-depth knowledge of anti-money laundering and fraud prevention techniques, the risks associated, regulations and various compliance programs.

Learning objectives:

— Understand the terms and stages of money laundering
— Identifying and reporting suspicious transactions
— Verification of identity (individuals and corporates)

VAT insights

Tax

By attending this course, participants will receive insights from our VAT experts on how the government applies and administers VAT, as well as how to ensure compliance.

Learning objectives:

— Understand developments across the GCC
— Treatment for goods and services
— VAT accounting and compliance
**Accounting and finance training for a government entity in Abu Dhabi**

The KPMG Business Academy worked with a leading client in Abu Dhabi, to create an innovative finance development program to enhance 20 non-finance employees’ understanding of the subject. The wider goal was to thereby aim to improve the organization’s efficiency, effectiveness and quality of service. With direct and continuous input, the KPMG Business Academy created an innovative learning experience, combining case studies, group discussions and self-study.

**Data analytics training for an oil & gas entity in Oman**

The client’s primary objective was to engage efficiently, responsibly and safely in the exploration, production, development, storage and transportation of hydrocarbons in the Sultanate. Their vision was to be renowned and respected for the excellence of their people and the value they create for Oman and their stakeholders. Given these objectives, the client needed to train and equip senior managers with the ability to utilize analytics, reading and interpreting data, to make informed decisions.
Why KPMG Business Academy is the clear choice

**We are passionate about people development**
We have a team that understands the criticality and key elements of developing people. We bring these insights to our clients, designing training sessions in a manner geared toward delivering against organizations’ strategic goals.

**We have an expert team, with a pool of SMEs**
We work as a well collaborated team, drawing on a pool of subject matter experts locally and globally. This enables us to support the design and development of career training programs.

**We adopt a systems thinking approach**
KPMG Lower Gulf believes a holistic approach is essential to improve skills and approaches across the professional cycle. We seek to identify multiple drivers potentially impacting development programs.

**We take a personalized approach**
Our style utilizes analytical techniques, collaboration and personification of the client’s culture and values which support excellence, superior performance and aligned behaviors.

**We ensure return on investment**
The commercial need to engage employees is clear, and supports ensuring minimal capital wastage. As a result, the KPMG Lower Gulf approach utilizes a robust and cost effective methodology, that is aligned to organizations’ requirements and provides value for money.

**We remain connected to your vision**
We understand the cultural and technical challenges programs face, industry by industry.
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