

## COURSE OVERVIEW FM0196(AD6)-3D Economics Analysis

### Course Title

Economics Analysis

### Course Date/Venue

Session 1: July 19-21, 2026/Tamra Meeting Room, Al Bandar Rotana Creek, Dubai, UAE

Session 2: December 20-22, 2026/Sur Meeting Room, Royal Tulip Muscat, Muscat, Oman

### Course Reference

FM0196(AD6)-3D



### Course Duration/Credits

Three days/1.8 CEUs/18 PDHs

### Course Description



***This practical and highly-interactive course includes various practical sessions and exercises. Theory learnt will be applied using the “MS Excel” application.***

Economic analysis involves assessing or examining topics or issues from an economist’s perspective. The analysis aims to determine how effectively the economy or something within it is operating, mainly on how much profit it is making. It is also a systematic approach to find out what the optimum use of scarce resource is. Economic analysis involves comparing at least two alternatives in achieving, for example a certain goal under specific constraints and assumptions.



For companies, the goal of an economic analysis is to provide a clear picture of the current economic climate. Specifically, what the impact of the economic climate is or might be on the company’s ability to operate commercially.



This course is designed to provide participants with a detailed and up-to-date overview of economic analysis. It covers the introduction to basic economic analysis elements and concepts that are key to making well-informed business decisions and drive profitability; the investment considerations; the elements/concepts of cashflow and book analysis; the calculation of key economic metrics covering NPV, APV, IRR, UTC and payback; and the incremental economics and sensitivity analysis.

### Course Objectives/Outcomes & Benefits for the Participants

Upon the successful completion of this course, your participant will be able to:-

- Apply and gain a fundamental knowledge on economics
- Discuss basic economic analysis elements and concepts that are key to making well-informed decisions and drive profitability
- Discuss investment considerations and identify the elements/concepts of cashflow and book analysis
- Calculate key economic metrics covering NPV, APV, IRR, UTC and payback
- Explain incremental economics and sensitivity analysis

### Exclusive Smart Training Kit - H-STK®



Participants of this course will receive the exclusive “Haward Smart Training Kit” (H-STK®). The H-STK® consists of a comprehensive set of technical content which includes **electronic version** of the course materials conveniently saved in a **Tablet PC**.

### Who Should Attend

This course provides an overview of all significant aspects and considerations of economics for technical professionals (engineers/analysts), team leaders & managers who need working knowledge of basic economic concepts to evaluate opportunities/alternatives, guide technical recommendations and make informed business decisions (Grade 13+).

### Training Methodology

All our Courses are including **Hands-on Practical Sessions** using equipment, State-of-the-Art Simulators, Drawings, Case Studies, Videos and Exercises. The courses include the following training methodologies as a percentage of the total tuition hours:-

- 30% Lectures
- 20% Practical Workshops & Work Presentations
- 30% Hands-on Practical Exercises & Case Studies
- 20% Simulators (Hardware & Software) & Videos

In an unlikely event, the course instructor may modify the above training methodology before or during the course for technical reasons.

### Learning Design & Customization

This course can be customized to the exact requirements of clients. Haward Technology is so proud of our huge capabilities in tailoring our courses to the training needs of our valued clients.

### Accommodation

Accommodation is not included in the course fees. However, any accommodation required can be arranged at the time of booking.



### Course Certificate(s)


Internationally recognized certificates will be issued to all participants of the course who completed a minimum of 80% of the total tuition hours

### Certificate Accreditations

Haward's certificates are accredited by the following international accreditation organizations:

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British Accreditation Council (BAC)

Haward Technology is accredited by the **British Accreditation Council for Independent Further and Higher Education** as an **International Centre**. Haward's certificates are internationally recognized and accredited by the British Accreditation Council (BAC). BAC is the British accrediting body responsible for setting standards within independent further and higher education sector in the UK and overseas. As a BAC-accredited international centre, Haward Technology meets all of the international higher education criteria and standards set by BAC.

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The International Accreditors for Continuing Education and Training (IACET - USA)

Haward Technology is an Authorized Training Provider by the International Accreditors for Continuing Education and Training (IACET), 2201 Cooperative Way, Suite 600, Herndon, VA 20171, USA. In obtaining this authority, Haward Technology has demonstrated that it complies with the **ANSI/IACET 2018-1 Standard** which is widely recognized as the standard of good practice internationally. As a result of our Authorized Provider membership status, Haward Technology is authorized to offer IACET CEUs for its programs that qualify under the **ANSI/IACET 2018-1 Standard**.

Haward Technology's courses meet the professional certification and continuing education requirements for participants seeking **Continuing Education Units (CEUs)** in accordance with the rules & regulations of the International Accreditors for Continuing Education & Training (IACET). IACET is an international authority that evaluates programs according to strict, research-based criteria and guidelines. The CEU is an internationally accepted uniform unit of measurement in qualified courses of continuing education.

Haward Technology Middle East will award **1.8 CEUs** (Continuing Education Units) or **18 PDHs** (Professional Development Hours) for participants who completed the total tuition hours of this program. One CEU is equivalent to ten Professional Development Hours (PDHs) or ten contact hours of the participation in and completion of Haward Technology programs. A permanent record of a participant's involvement and awarding of CEU will be maintained by Haward Technology. Haward Technology will provide a copy of the participant's CEU and PDH Transcript of Records upon request

### Course Fee

**US\$ 3,750** per Delegate + **VAT**. This rate includes H-STK® (Haward Smart Training Kit), buffet lunch, coffee/tea on arrival, morning & afternoon of each day.





### Course Instructor(s)

This course will be conducted by the following instructor(s). However, we have the right to change the course instructor(s) prior to the course date and inform participants accordingly:



**Mr. Osama Harairi, MBA, BA, DBA (on-going), CPA, is a Certified Public Accountant & Human Resource Management Consultant with 25 years of practical experience in the areas of People Management Essentials, Training Need Analysis, Training Management, Strategic Recruitment, Interviewing & Selection, Human Capital Asset Management, Human Resource Development, Human Resource Management, Career Development & Succession Planning Strategies, HR Management System, Human Relation**

**Skills & EQ Intelligence, Project Management, Project Delivery & Governance Framework, Project Management Systems, Project Management Practices, Project Management Disciplines, Project Risk Management Contract Management & Tendering, Tender Development, Contract Standards & Laws, Bidder Selection & Tender Evaluation, Dispute Resolution, and Risk Identification. Further, he is also well-versed in Financial Analysis & Planning, Finance & Auditing Management, Financial Markets Regulations, Financial Accounting, Financial Models & Systems, Financial Indicators, Financial Leverage, Financial Modelling & Forecasting, Financial Analysis Techniques, Financial Data Analysis Concepts & Process, Financial & Accounting Management, Financial Planning Techniques, Cost Optimization, Effective Budgeting & Cost Control, Planning & Forecasting Cost, Economic Cost Analysis, Advanced Supervisory Skills, Behavior Communication, Business Ethics & Etiquette, Communication and Presentation Skills, Contract, Tendering, Bidding & Awards, Contract Management, Tender Development, Contract Standards & Laws, Dispute Resolution & Risk Identification, Evaluating Cost & Revenue, Budgeting & Cost Control, Revenues & Profit Margins, Investment & Strategic Planning, Cash Flow, Corporate Finance, Investment & Asset Management, Operation Management, Debt Restructuring, Budgeting & Risk Management, Master Planning, Annual Costs & Expenses Reduction, Sales & Profit Average Increase, Budgeting & Cost Control, Budget Forecasting, Risk Analysis & Management, Business Process Analysis & Modelling and Strategic Management.**

During his career life, Mr. Osama had occupied several important positions such as being the **Group CEO, Chief Executive Officer, Chief Financial Officer, Deputy General Manager, Acting General Manager, Accounting Department Head, Financial Manager, Accounting Manager, Senior Accountant, Accountant, Cashier Supervisor, Financial Consultant, Financial Trainer/Lecturer, Group Finance Consultant, External Auditor, Tax Calculation Expert and Cashier** of HS Group, Almas/Murad Group, Canadian Aluminum Industries, Gulf Food Co. Ltd., Silver Establishment, Musallam Establishment, Zahawani, Al-Naji, Basamat Center, Al Jazira, Al Ramiz International Group, Subhi Abu Gallous Co. and Rum Alladin Engineering Industries Co.

Mr. Osama has a **Bachelor's degree in Accounting**, holds **MBA** and currently enrolled for **Professional Doctorate of Business Administration (DBA)**. Further, he is also a **Certified Trainer**, a **Certified Public Accountant (CPA)**, a **Certified Internal Verifier/Assessor/Trainer** by the **Institute of Leadership & Management (ILM)**, a **Board Member** and has wide range of published reports and journal articles in banking consulting and economic publications. He has further delivered numerous trainings, courses, seminars, conferences and workshops globally.



**Course Program**

The following program is planned for this course. However, the course instructor(s) may modify this program before or during the course for technical reasons with no prior notice to participants. Nevertheless, the course objectives will always be met:

**Day 1**

0730 – 0800	Registration & Coffee
0800 – 0815	Welcome & Introduction
0815 – 0830	<b>PRE-TEST</b>
0830 – 0930	<b>Investment Considerations</b>
0930 - 0945	Break
0945 – 1030	<b>Investment Considerations (cont'd)</b>
1030 – 1230	<b>Elements/Concepts of Cashflow &amp; Book Analysis</b>
1230 – 1245	Break
1245 – 1420	<b>Elements/Concepts of Cashflow &amp; Book Analysis (cont'd)</b>
1420 – 1430	<b>Recap</b>
1430	Lunch & End of Day One

**Day 2**

0730 – 0930	<b>Calculating Key Economic Metrics (NPV, APV, IRR, UTC, Payback)</b>
0930 – 0945	Break
0945 – 1100	<b>Calculating Key Economic Metrics (NPV, APV, IRR, UTC, Payback) (cont'd)</b>
1100 – 1230	<b>Incremental Economics</b>
1230 – 1245	Break
1245 – 1420	<b>Incremental Economics (cont'd)</b>
1420 – 1430	<b>Recap</b>
1430	Lunch & End of Day Two

**Day 3**

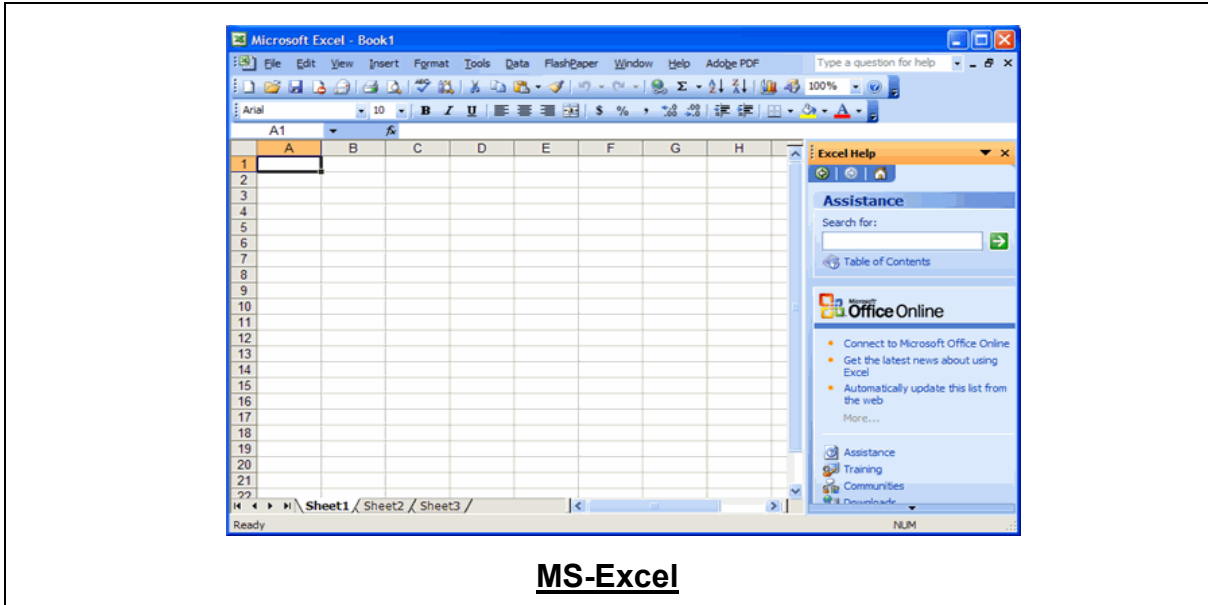
0730 – 0930	<b>Sensitivity Analysis</b>
0930 – 0945	Break
0945 – 1100	<b>Sensitivity Analysis (cont'd)</b>
1100 – 1230	<b>Sensitivity Analysis (cont'd)</b>
1230 – 1245	Break
1245 – 1345	<b>Sensitivity Analysis (cont'd)</b>
1345 – 1400	<b>Course Conclusion</b>
1400 – 1415	<b>POST-TEST</b>
1415 – 1430	Presentation of Course Certificates
1430	Lunch & End of Course





**Simulator (Hands-on Practical Sessions)**

Practical sessions will be organized during the course for delegates to practice the theory learnt. Delegates will be provided with an opportunity to carryout various exercises using “MS-Excel” application.



**Course Coordinator**

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