



## COURSE OVERVIEW FM0100 Financial Management for Managers/Engineers

### Course Title

Financial Management for Managers/ Engineers

### Course Date/ Venue

Session 1: August 24-28, 2025/Boardroom 1,  
Elite Byblos Hotel Al Barsha, Sheikh  
Zayed Road, Dubai, UAE

Session 2: November 02-06, 2025/Business  
Meeting, Crowne Plaza Al Khobar, Al  
Khobar, KSA



### Course Reference

FM0100



### Course Duration

Five days/3.0 CEUs/30 PDHs

### Seminar Description



**80% of this course is hands-on practical sessions where participants will be engaged in a series of interactive small groups, class workshops and role-plays.**

This course teaches how to read and interpret the income statement, including such components as gross revenue, net revenue, direct, and reimbursable expenses, indirect expenses, net profit before taxes, depreciation, gross profit, and net profit after taxes. It examines the primary benchmarks of performance such as multipliers, utilization rate, direct personal expense ratio, and overhead.



In addition, the course also examines the balance sheet components of assets (i.e., current, fixed, and others), liabilities (i.e., current and long-term loans), and stakeholder equity. Important benchmarks such as current ratio, quick ratio, receivable turn, aging receivables, and debt to equity ratio are also explored.



Cash flow drives the overall success and continuity of business. Managers and engineers need to understand the relationship between contracts, change orders, payment terms, and their organization's cash flow demands. This course will provides you with the skills and methods to improve accounts receivable collections and maximize cash flow including project/department budgeting, progress monitoring, and methods to improve project/department bottom line results through more effective financial management.

## Course Objectives

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

- Apply and gain an in-depth knowledge on financial management
- Discuss the financial statements, income statement, balance sheet, forms of business organization and accrual versus cash
- Identify the key performance measures including utilization and chargeability, overhead rate, effective multiplier and current ratio of debt to worth and working capital
- Employ company budgeting and explain labor budget, general and administrative budget, revenue budget, forecasting and capital budgeting
- Describe project management comprising of project manager's job, budgeting and tracking as well as finding problems before its too late
- Find firm's value and discuss book value versus fair market value and revenue based approaches
- Recognize profit, EBITDA measures, goodwill determinates and contrast between inside and outside buyers
- Classify cash flow, invoicing, collections, accounts receivable, work in process, retainers and service charges
- Identify when to pull the plug and select the right contract format

## 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 financial management for engineers, executive management and middle management, technical superintendents and supervisors.

## 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.

### Course Certificate(s)

Internationally recognized certificates will be issued to all participants of the course.

### Certificate Accreditations

Certificates are accredited by the following international accreditation organizations: -



British Accreditation Council (BAC)

Haward Technology is accredited by the **British Accreditation Council** for **Independent Further and Higher Education** as an **International Centre**. 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.



USA International Association for Continuing Education and Training (IACET)

Haward Technology is an Authorized Training Provider by the International Association for Continuing Education and Training (IACET), 2201 Cooperative Way, Suite 600, Herndon, Virginia 20171, USA, USA. In obtaining this authority, Haward Technology has demonstrated that it complies with the **ANSI/IACET 1-2013 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 1-2013 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 Association 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 **3.0 CEUs** (Continuing Education Units) or **30 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\$ 5,500** per Delegate + **VAT**. This rate includes H-STK® (Haward Smart Training Kit), buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

### Accommodation

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





**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. Mike Taylor**, PhD (on-going), MScLI, MBA, MBL, BSc, HDE, is a **Senior Management Consultant** with over **25 years** of extensive experience in the areas of **Data Quality Control, Data Quality Assessment, Data Quality Planning, Data Quality Strategy Management, Data Modelling, Root Cause Analysis & Solution Development, Project Planning, Scheduling & Control Professional, Project Scheduling & Cost Control, Facilitation Leadership Skills, Coaching, Human Resource Development, Psychometric**

**Testing, Career Development & Competence, Succession Planning, Self-Development Empowerment, Personal Learning Needs Identification, Critical Success Factors (CSFs), Key Performance Indicators (KPIs), Productivity Creativity & Thinking Modes, Human Resource Scorecard Management, Career Laddering, Fast-Track Career Progression Application Knowledge Management, Customer Management, Leadership Skills, Presentation Skill Negotiation Skills, Decision Making Skills, Communication Skills, Emotional Intelligence Performance Management, Contract Management, Quality Management, Commercial Strategy Project Management, Risk Management, Leadership & Business Management, Human Resource Management, Planning, Budgeting & Cost Control, Business Development Innovation, Sales Strategy and Knowledge & Intangible Asset Assessment Design. Further, he is also well versed in Organization Management & Business Consulting, Stakeholder & Supplier Evaluation, Data Collection & Information Gathering, Value & Supply Chain Management Intellectual Property & Innovation Assessments, Logistics & Supply Chain Management Budgeting & Cost Control and Marketing Management. Mr. Taylor is the Founder & CEO Mitakon Innovation Pty Ltd wherein he is responsible for the development of Executives & Senior Managers specializing in innovation, knowledge management and commercial negotiation as well as authored, implemented and executed a global 21<sup>st</sup> century facilitation and leadership methodology.**

During his career life, Mr. Taylor has gained his practical and field experience through his various significant positions and dedication as the **Knowledge-Solutions Service Provider, Founder Principal/CIO, Subject Matter Expert, Consulting Partner, Executive/Management Development Facilitator, Multinational/Corporate Senior Management Consultant, Senior Quality & Management Consultant, Executive Management Development/Facilitator Business Consultant/Facilitator, Business & Quality Consultant/Coach, Client Director Administration Manager, Quality Manager, International Sales & Business Development Executive, Regional Sales Manager, National Key Accounts Manager, Commercial Sales Marketing Consultant, Admin Assistant, Sales & Marketing Representative, Key Note Speaker, Lecturer and Instructor/Trainer** for various international companies such as the Highland Group (Business Consulting), **Anglo American, BHP Billiton, Rio Tinto, DI Management Solutions (BPO), Master Deal Making Institute (MDMI), RMG/Contact Media & Communication Paul Dinsdale Properties (PDP), Giant Leap Architects, Wise Capital Investments (HOD Evolution® Advertising, Collaborative Xchange, Leatt Corporation, Dentsply SA, FMCG/Binzar Company, Unilever, Kellogg's, BAT, Hershey's, CORO, Lilly Direct/Lennon Generics and Bausch & Lomb.**

Mr. Taylor has **Master** degrees in **Leadership & Innovation, Business Administration and Business Leadership** as well as a **Bachelor** degree in **Physical Education** and pursuing **PhD** in **Global Governance & Energy Policy**. Further, he is a **Certified Instructor/Trainer, Certified Internal Verifier/Trainer/Assessor** by the **Institute of Leadership & Management (ILM)** and a member of Incremental Advantage, Da Vinci Institute, Black Management Forum, Institute of Directors (IOD), World Future Society (WFS), Social Science Research Network, University of Kwazulu Natal (Alumnus), Anthropology & Archaeology Research Network and National Research Foundation (NRF). He has further delivered numerous trainings, courses, workshops, seminars and conferences 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>How to Understand Financial Statements</b> Income Statement • Balance Sheet
0930 – 0945	Break
0945 – 1100	<b>How to Understand Financial Statements (cont'd)</b> Forms of Business Organization • Accrual vs. Cash
1100 – 1200	<b>Key Performance Measures</b> Utilization & Chargeability • Overhead Rate
1200 – 1215	Break
1215 – 1420	<b>Key Performance Measures (cont'd)</b> Effective Multiplier • Current Ratio – Debt to Worth – Working Capital
1420 – 1430	<b>Recap</b>
1430	Lunch & End of Day One

**Day 2**

0730 – 0930	<b>Company Budgeting</b> Labor Budget • General & Administrative Budget
0930 – 0945	Break
0945 – 1100	<b>Company Budgeting (cont'd)</b> Revenue Budget & Forecasting
1100 – 1200	<b>Company Budgeting (cont'd)</b> Capital Budgeting
1200 – 1215	Break
1215 – 1420	<b>Case Studies &amp; Exercises</b>
1420 – 1430	<b>Recap</b>
1430	Lunch & End of Day Two

**Day 3**

0730 – 0930	<b>Project Management</b> The Project Manager's job • Budgeting & Tracking
0930 – 0945	Break
0945 – 1100	<b>Project Management (cont'd)</b> Finding Problems Before Its too Late
1100 – 1200	<b>Project Management (cont'd)</b> Skills Sets for Effective Project Managers
1200 – 1215	Break
1215 – 1420	<b>Case Studies &amp; Exercises</b>
1420 – 1430	<b>Recap</b>
1430	Lunch & End of Day Three



**Day 4**

0730 – 0930	<b>Finding Your Firm's Value</b> <i>Book Value vs. Fair Market Value • Revenue Based Approaches</i>
0930 – 0945	Break
0945 – 1100	<b>Finding Your Firm's Value (cont'd)</b> <i>Profit &amp; EBITDA Measures • Goodwill Determinates</i>
1100 – 1200	<b>Finding Your Firm's Value (cont'd)</b> <i>Contrast between Inside &amp; Outside Buyers</i>
1200 – 1215	Break
1215 – 1420	<b>Case Studies &amp; Exercises</b>
1420 – 1430	<b>Recap</b>
1430	Lunch & End of Day Four

**Day 5**

0730 – 0930	<b>Cash Flow- Your Firm's Value</b> <i>Invoicing &amp; Collections • Accounts Receivable &amp; Work in Process Retainers &amp; Service Charges</i>
0930 – 0945	Break
0945 – 1100	<b>Cash Flow- Your Firm's Value (cont'd)</b> <i>When to Pull the Plug</i>
1100 – 1200	<b>Cash Flow- Your Firm's Value (cont'd)</b> <i>Selecting the Right Contract Format</i>
1200 – 1215	Break
1215 – 1345	<b>Case Studies &amp; Exercises</b>
1345 – 1400	<b>Course Conclusion</b>
1400 – 1415	<b>POST-TEST</b>
1415 – 1430	<i>Presentation of Course Certificates</i>
1430	Lunch & End of Course

**Practical Sessions**

80% of this highly-interactive course is hands-on practical sessions. Theory learnt (20%) will be applied using various role-plays, case studies and practical sessions.



**Course Coordinator**

Mari Nakintu, Tel: +971 2 30 91 714, Email: [mari1@haward.org](mailto:mari1@haward.org)