



your
success...

Finance & Management Training
LondonSAM Polska_Spring 2023

London **SAM**

LONDONSAM POLSKA

We are an International company specializing in finance and management training and supplying top education services to many business sectors.

Since our operation began in Poland, we have successfully trained over ten thousand people, including top managers from different business environments and our clients have frequently confirmed the quality of our trainings. We have had a pleasure to work with Hitachi, BNP Paribas Bank, IBM, Motorola, Infosys and Shell, which is a great recommendation for LondonSAM to our prospective clients Thank you!

Our partners help us supply the best quality tuition, which translates into exceptionally high level of our training services. Here, we would like to mention ACCA (Association of Chartered Certified Accountants) of which we are Tuition Provider, CIPP (Certified Institute of Payroll Professionals), PMI (Project Management Institute) and, as of late, INSEAD The Business School for the World, a France-based highly rated establishment. All that proves that we never stop developing and confirms the high standard of services rendered by LondonSAM Polska.



TRAINING_SPRING 2023

The idea of a public training is to increase a knowledge, develop skills and exchange experiences of the participants, under the supervision of carefully selected lecturers and trainers. Responding to the demand of our clients we are pleased to introduce the following training for the Spring 2023:



- The art of reading and interpreting financial statements
- IFRS Crash Course
- International Financial Accounting Course
- USGAAP vs. IFRS
- Merger & Acquisition under USGAAP
- Project Management Professional
- Project Management Tools
- Treasury Management
- ESG

THE ART OF READING AND INTERPRETING FINANCIAL STATEMENTS

TRAINING PROGRAM

1. Types of business activities
2. Financial Statements – International regulations IFRS
3. What Financial Statements show and what do not? – how methods of preparing financial statements influence the information received
4. Balance Sheet - quick reading skills
5. Appraisal of credibility based on financial ratio analysis
6. Interpretation of financial result on different activity segments
7. Cash flow – introduction
8. Cash method as a basis for Cash flow preparation
9. Cash flow statement
10. Cash flow analysis as the information about the risk of liquidity
11. Cash Flow Statement – International regulations
12. Cash flow statement
13. The risk with connection to „creative” accounting
14. Closing & discussion

LECTURER

ROMAN SEREDYŃSKI, MBA

Certified Auditor, Managing Partner

For a long time he headed an audit division in an International auditing company. Working on the managerial positions, he participated in auditing projects and transformation of financial statements according to the German balance-sheet law and IAS/IFRS, due diligence projects and valuations of companies.

DAVID POTTS, FCA

David is qualified UK Chartered Accountant with over 20 years experience of professional training in accountancy and finance. He has taught financial reporting to students preparing for their professional exams to qualify as ACAs, ACCAs and CIMA.

TRAINING DETAILS

Duration: 2 training days

Time: 9:00 – 15:30

Date: Polish version: 16-17 March 2023

English version: 29-30 March 2023

Language: Polish/English

Place: live on-line, Zoom meeting platform

Price: 1 950 PLN net + VAT

For registration until: **20 February 2023**

/ **10%** - individual discount

/ **15%** - group discount – 2 people or more

IFRS CRASH COURSE

TRAINING PROGRAM

Module 1 Assets related IFRS

- Conceptual Framework for Financial Reporting
- IAS 1 Presentation of Financial Statements,
- IAS 16 Property, Plant and Equipment
- IAS 38 Intangible Assets
- IAS 40 Investment Properties
- IAS 23 Borrowing Cost

Module 2 Assets/Liabilities related IFRS

- IFRS 5 Non-current Assets Held for Sale
- IAS 36 Impairment of Assets
- IFRS 37 Provisions, Contingent Liabilities and Assets
- IAS 10 'Events After the Reporting Period'
- IAS 13 Fair Value Measurement
- IAS 8 Accounting Policies, Changes in Accounting Estimates and Errors'

Module 3 Liabilities and performance related IFRS

- IFRS 16 'Leases'
- IAS 12 'Income Taxes'
- IFRS 15 'Revenue from contracts with customers'
- IFRS 8 'Operating Segments'

Module 4 More advanced standards

- IAS 32 Financial Instruments
- IFRS 2 Share Based Payment
- IAS 19 'Employee benefits'

Module 5 Consolidation related IFRS

- Consolidated statement of financial position
- Consolidated Statement of Comprehensive Income
- IAS 28 'Investments in associates and joint ventures'
- IFRS 11 'Joint arrangements'

Module 6 Most advanced group related IFRS

- More advanced elements of consolidation process
- IAS 21 'Effects of changes in foreign exchange rates'
- IAS 7 'Statement of cash flows'

LECTURER

DARIUSZ BARGIEŁ, FCCA

IFRS & ACCA lecturer

Dariusz gained professional experience at Deloitte & Touche where he was a senior auditor. He is a lecturer of all CIMA & ACCA subjects which covers financial reporting. Since 2012 Dariusz is a marker for F7 Financial Reporting, ACCA exam, also he has many years of experience as a tutor of financial trainings for international corporations.

Dariusz presents amazing interpersonal and teaching skills, that have been evaluated many times by attendants of his courses.

TRAINING DETAILS

Duration: 1 module – 1 training day
full course – 6 training days

Time: 9:00 – 15:30

Date: Module 1 – 13 March 2023

Module 2 – 14 March 2023

Module 3 – 20 March 2023

Module 4 – 21 March 2023

Module 5 – 27 March 2023

Module 6 – 28 March 2023

Language: English/Polish

Place: live on-line, Zoom meeting platform

Price: 1 150 PLN net + 23% VAT / per module
5 520 PLN net + 23% VAT / full course

For registration until: **20 February 2023**

/ **10%** - individual discount

/ **15%** - group discount – 2 people or more

INTERNATIONAL FINANCIAL ACCOUNTING COURSE

TRAINING PROGRAM

1. Introduction to accounting
2. Balance sheet and income statement
3. Double entry bookkeeping
4. The trading account
5. Inventory
6. Sales tax
7. Accrued and prepaid income and expenditure
8. Bad debts and allowances
9. Non-current assets
10. From trial balance to financial statements
11. Discounts
12. Book of prime entry and control accounts
13. Control accounts reconciliations
14. Correction of errors and suspense accounts
15. Incomplete record

LECTURER

DARIUSZ BARGIEŁ, FCCA
IFRS & ACCA lecturer

Dariusz gained professional experience at Deloitte & Touche where he was a senior auditor. He is a lecturer of all CIMA & ACCA subjects which covers financial reporting. Since 2012 Dariusz is a marker for F7 Financial Reporting, ACCA exam, also he has many years of experience as a tutor of financial trainings for international corporations.

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TRAINING DETAILS

Duration: 3 training days

Time: 9:00 – 15:30

Date: 17-19 April 2023

Language: English/Polish

Place: live on-line, Zoom meeting platform

Price: 1 950 PLN net + 23% VAT

For registration until: **20 March 2023**

/ **10%** - individual discount

/ **15%** - group discount – 2 people or more

USGAAP vs. IFRS

TRAINING PROGRAM

Day 1

1. Introduction to the course
2. Scale of International Differences
3. The Regulatory Context of EU Accounting
4. The Regulatory Context of USGAAP
5. The Influence of Tax
6. Overview of the Content of IFRS
7. SEC Requirements
8. The Content of USGAAP
9. Presentation of Financial Statements in IFRS and USGAAP
10. More on Presentation
11. Accounting policies

Day 2

1. Revenue Recognition - present rules and practice, recent changes and transition to new rules, US/IFRS comparison
2. Tangible Assets (PPE) - inventories; property, plant and equipment - including comparison asset vs expense; impairment, capitalization of borrowing costs
3. Intangible Assets - R&D, software, costs, lease accounting
4. Financial Instruments - presentation and measurement issues, hedge accounting
5. Liabilities - provision, accruals, prepayments, contingencies
6. More Liabilities & other Obligations - employee benefits; post-retirement obligations, share-based payments, deferred tax

LECTURER

DAVID POTTS, FCA

David is qualified UK Chartered Accountant with over 20 years experience of professional training in accountancy and finance. He has taught financial reporting to students preparing for their professional exams to qualify as ACAs, ACCAs and CIMA.

David also has over 15 years experience in providing post-qualification professional training in financial reporting and auditing; and was one of the first trainers in the UK to start training on IFRS (IAS as it then was) conversion in 1994. Key specialism: UK GAAP, US GAAP, IFRS and IAS.

TRAINING DETAILS

Duration: 2 training days

Time: 9:00 – 15:30

Date: 16-17 May 2023

Language: English

Place: live on-line, Zoom meeting platform

Price: 2 450 PLN net + 23% VAT

For registration until: **20 April 2023**

/ **10%** - individual discount

/ **15%** - group discount – 2 people or more

MERGER & ACQUISITION UNDER USGAAP

TRAINING PROGRAM

Day 1

Accounting for business combinations under USGAAP

1. What makes a 'group'
2. Acquisition accounting
3. Inter-group transactions
4. Accounting for reorganizations and the use of 'merger' accounting
5. Investments in foreign subsidiaries

Day 2

Detailed development of day 1 issues

1. Determination of the purchase price - cost of investment
2. Asset related issues
3. Merger accounting under USGAAP
4. Liquidations and disposals

The course will be highly practical with examples used throughout. Comparison with IFRS requirements and explanations of any differences will also be provided.

LECTURER

DAVID POTTS, FCA

David is qualified UK Chartered Accountant with over 20 years experience of professional training in accountancy and finance. He has taught financial reporting to students preparing for their professional exams to qualify as ACAs, ACCAs and CIMA.

David also has over 15 years experience in providing post-qualification professional training in financial reporting and auditing; and was one of the first trainers in the UK to start training on IFRS (IAS as it then was) conversion in 1994. Key specialism: UK GAAP, US GAAP, IFRS and IAS.

TRAINING DETAILS

Duration: 2 training days

Time: 9:00 – 15:30

Date: 9-10 March 2023

Language: English

Place: live on-line, Zoom meeting platform

Price: 2 450 PLN net + 23% VAT

For registration until: **20 February 2023**

/ **10%** - individual discount

/ **15%** - group discount – 2 people or more

FIXED ASSETS - TAX AND BALANCE SHEET ISSUES

TRAINING PROGRAM

1. Types of business activities
2. Introduction
3. Legal basis for fixed assets
4. Changes in tax law and balance sheet law
5. National Accounting Standard No. 7
6. Valuation of the carrying amount and tax base of fixed assets
7. Depreciation of fixed assets
8. Inventory of fixed assets
9. International accounting standards and USGAAP for fixed assets
10. Leases of property, plant and equipment
11. IFRS 16 and ASC 842 - a new approach to leasing after 01.01.2019
12. Closing & Discussion

LECTURER

ROMAN SEREDYŃSKI, MBA

Certified Auditor, Managing Partner

For a long time he headed an audit division in an International auditing company. Working on the managerial positions, he participated in auditing projects and transformation of financial statements according to the German balance-sheet law and IAS/IFRS, due diligence projects and valuations of companies.

Roman has a vast experience in Polish and International Accounting Standards. Currently, he is the Managing Partner at UHY ECA S.A. He is an author of numerous publications and a respected lecturer in the field of accounting.

TRAINING DETAILS

Duration: 2 training days

Time: 9:00 – 15:30

Date: 19-20 April 2023

Language: Polish

Place: live on-line, Zoom meeting platform

Price: 1 950 PLN net+VAT

For registration until: **20 March 2023**

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/ **15%** - group discount – 2 people or more

ACADEMY OF FINANCE - PTP, OTC, RTR

TRAINING PROGRAM

Module 1 Purchase to Pay (PtP)

1. The general scope of the PtP process
2. Purchases - documenting purchase transactions
3. Recognition of purchase invoice in accounting ledgers
4. Accounts Payable - liabilities
5. Provisions and accruals
6. Financial Statements - impact of PtP process on data included in the financial statements

Module 2 Order to Cash (OtC)

1. The general scope of the OtC process
2. Billing - sales documentation
3. Accounts Receivable - receivable and sales revenues
4. Impairment losses on receivables
5. Financial Statements - impact of OtC on data included in the financial statements

Module 3 Record to Report (RtR)

1. The general scope of the RtR process
2. Reporting
3. Fixed assets and intangible assets in the light of the Polish Accounting Act and IFRS
4. Calculation and recognition of deferred tax
5. Other issue
 - Exchange rate differences
 - Receivables' write-down (OtC)
 - Stock valuation and inventory's write-down (PtP)
 - Calculation and recognition of reserves (PtP)
6. Valuation of trade liabilities (PtP)

LECTURER

ROMAN SEREDYŃSKI, MBA

Certified Auditor, Managing Partner

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Roman has a vast experience in Polish and International Accounting Standards. Currently, he is the Managing Partner at UHY ECA S.A. He is an author of numerous publications and a respected lecturer in the field of accounting.

TRAINING DETAILS

Duration: 3 training days

Time: 9:00 – 15:30

Date: Module 1 - 22 March 2023

Module 2 - 23 March 2023

Module 3 - 24 March 2023

Language: Polish

Place: live on-line, Zoom meeting platform

Price: 1 250 PLN net+VAT / per module

2 850 PLN net+VAT / total

For registration until: **20 February 2023**

/ **10%** - individual discount

/ **15%** - group discount – 2 people or more

PROJECT MANAGEMENT PROFESSIONAL

TRAINING PROGRAM

Module 1 Project management based on PMBok

1. Project management as tool to realize organizational aims
2. The structure of project management
3. Project process groups according to PMI:
 - Integration management
 - Scope management
 - Time management
 - Cost management
 - Quality management
 - Human resource management
 - Communication management
 - Risk management
 - Procurement management
 - Managing the project stakeholders
4. Initiation of project and Sponsor's role in starting up project
5. Project planning
6. Execution and controlling
7. Closing project
8. Managing a set of projects in organization
9. Good practice in managing set of projects
10. Tools in project manager's work

Module 2 Preparation to Certification PMP

LECTURER

MACIEJ BODYCH (MBA, PMP)

Consultant, Trainer

Expert in project and project portfolio management and quality management. Led IT and consulting projects in project management and project portfolio management, project office implementation and organizational maturity model assessment.

Since many years experienced specialist in PPM system implementation. Maciej has certificates in Six Sigma, ISO, RUP, IBM Rational. He is experienced trainer, conducting project management courses and workshops. Lectures at numerous conferences and seminars such as Project Management Institute, PMDays.

TRAINING DETAILS

Duration: 5 training days

Time: 9:00 – 15:30

Date: Module 1 - 12-14 April 2023

Module 2 - 22-23 May 2023

Language: Polish/English

Place: live on-line, Zoom meeting platform

Price: Module 1 - 2 850 PLN net + 23% VAT

Module 2 - 1 950 PLN net + 23% VAT

The full training - 4 650 PLN net + 23% VAT

For registration until: **20 March 2023**

/ **10%** - individual discount

/ **15%** - group discount – 2 people or more

PROJECT MANAGEMENT TOOLS

TRAINING PROGRAM

We are presenting an initial recommendation of the content for a training course focused on effective management of projects. The course is addressed to individuals who have not got many previous opportunities to learn project management and presumably would not even refer to themselves as project managers. Nevertheless, far more often than they would expect, they face circumstances in which project management tools prove to be effective. The purpose of this course is to show them how to use these tools.

1. Project management 101
2. Before the project starts
3. Preparing and organizing the project
4. Completion of project outputs
5. Does the project end when the product is delivered?
6. Wrap-up: Are new year's resolutions successful?

LECTURER

MACIEJ BODYCH (MBA, PMP)
Consultant, Trainer

Expert in project and project portfolio management and quality management. Led IT and consulting projects in project management and project portfolio management, project office implementation and organizational maturity model assessment.

Since many years experienced specialist in PPM system implementation. Maciej has certificates in Six Sigma, ISO, RUP, IBM Rational. He is experienced trainer, conducting project management courses and workshops. Lectures at numerous conferences and seminars such as Project Management Institute, PMDays.

TRAINING DETAILS

Duration: 2 training days

Time: 9:00 – 15:30

Date: 24-25 April 2023

Language: Polish/English

Place: live on-line, Zoom meeting platform

Price: 1950 PLN net + 23% VAT

For registration until: **20 March 2023**

/ **10%** - individual discount

/ **15%** - group discount – 2 people or more

CASH FLOW MANAGEMENT

TRAINING PROGRAM

1. The importance of cash flow
 - Importance of cash flow
 - How free cash flow (FCF) from operating activities is generated and how it affects business development opportunities
 - Accrual vs cash basis in the context of generating sales revenues and inflows to the entity
 - Profit and loss and cash
 - Analysis of non-cash expenses such as depreciation, provisions and impairment losses
 - Turning profit into cash flow from operating activities (case study)
2. Cash flow and working capital management
 - Introduction - what is working capital?
 - Inventory management - inventory cycle
 - Receivables management - receivables cycle
 - Supplier payment term management - payables turnover cycle (payables turnover)
 - Calculation of inventory turnover, receivables, payables and cash conversion cycle (case study)
3. Cash flow statement
 - Cash flow statement as a component of financial statements
 - Methods of preparing cash flow
 - Interpretation of cash flow from different activities
 - Recognition of cash flow on the basis of balance sheet analysis
 - Analysis of the cash flow statement
 - Identification of bankruptcy risk on the basis of cash flow
4. Cash flow forecast
 - Basic principles of forecasting (budgeting)
 - Identification of differences between profit and loss account and cash flow
 - Forecasting revenue, costs, inflows and outflows
 - Updating a forecast over time (MFR)

LECTURER

ROMAN SEREDYŃSKI, MBA

Certified Auditor, Managing Partner

For a long time he headed an audit division in an International auditing company. Working on the managerial positions, he participated in auditing projects and transformation of financial statements according to the German balance-sheet law and IAS/IFRS, due diligence projects and valuations of companies.

Roman has a vast experience in Polish and International Accounting Standards. Currently, he is the Managing Partner at UHY ECA S.A. He is an author of numerous publications and a respected lecturer in the field of accounting.

TRAINING DETAILS

Duration: 1 training day

Time: 9:00 – 15:30

Date: 13 April 2023

Language: Polish

Place: live on-line, Zoom meeting platform

Price: 1 450 PLN net+VAT

For registration until: **20 March 2023**

/ **10%** - individual discount

/ **15%** - group discount – 2 people or more

ESG

TRAINING PROGRAM

1. Introduction
2. Genesis of ESG
3. United Nations Sustainable Development Goals 2015-2030
4. European Union regulations in the field of ESG
5. Environment - environment and climate
6. Social - social aspects
7. Governance - corporate governance
8. Sustainability Reports by example
9. Ability to link Sustainability Reports to Financial Statements
10. Standardization of non-financial reporting
11. Discussion and conclusions

LECTURER

ROMAN SEREDYŃSKI, MBA

Certified Auditor, Managing Partner

For a long time he headed an audit division in an International auditing company. Working on the managerial positions, he participated in auditing projects and transformation of financial statements according to the German balance-sheet law and IAS/IFRS, due diligence projects and valuations of companies.

Roman has a vast experience in Polish and International Accounting Standards. Currently, he is the Managing Partner at UHY ECA S.A. He is an author of numerous publications and a respected lecturer in the field of accounting.

TRAINING DETAILS

Duration: 2 training days

Time: 9:00 – 15:30

Date: 19-20 June 2023

Language: Polish

Place: live on-line, Zoom meeting platform

Price: 2 450 PLN net+VAT

For registration until: **20 May 2023**

/ **10%** - individual discount

/ **15%** - group discount – 2 people or more

TREASURY MANAGEMENT

TRAINING PROGRAM

Module 1 Basic Treasury Management

Session 1 - Corporate Finance

- Treasury function & the role of the Treasurer
- Sources of equity - internal financing
- Debt finance - analyzing credit risk
- Entities and elements of the banking system

Session 2 - Working capital management

- Objectives: Liquidity and profitability
- Working capital cycle
- Management of receivables, payables, inventory
- Financing working capital

Session 3 - Cash and cash management

- Motives for holding cash
- Cash flow forecasting
- Easing cash shortages
- Managing cash surpluses

Module 2 Advanced Treasury Management

Session 1 - Business Evaluation

- Comparative analysis of financial information
- Use of published accounts and their shortcomings
- Ratio analysis: profitability, liquidity, solvency and shareholder measures

Session 2 - Project appraisal techniques

- The investment process
- Discounted cash flow
- Net Present value incorporating inflation, tax & working capital
- Other investment appraisal techniques: IRR, Payback, ARR

Session 3 - Valuing a business

- Why value a business
- Cash flow valuation
- Dividend valuation model
- Valuation using P/E multiples
- Valuation using asset values

LECTURER

MUSTAFA MUCHHALA, CIMA

Freelance Trainer in the area of Management Accounting, Financial Management & Strategy and Islamic Finance.

Mustafa has held Subject Manager role i.e. preparation and production of technical material in liaison with the authors in the publishing departments for course materials. He had been involved the Business Development of CIMA & ACCA full time courses reporting to ACCA Course Director. He has a wide experience as a Senior Business Faculty tutor for various Accountancy Institutes (CIMA, ACCA, ICAEW, ICAS & AAT).

TRAINING DETAILS

Duration: 2 training days

Time: 9:00 – 15:30

Date: Module 1 - 8 May 2023

Module 2 - 10 May 2023

Language: English

Place: live on-line, Zoom meeting platform

Price: 2 450 net + 23% VAT / total

1 450 net + 23% VAT / 1 module

For registration until: **20 April 2023**

/ **10%** - individual discount

/ **15%** - group discount – 2 people or more