

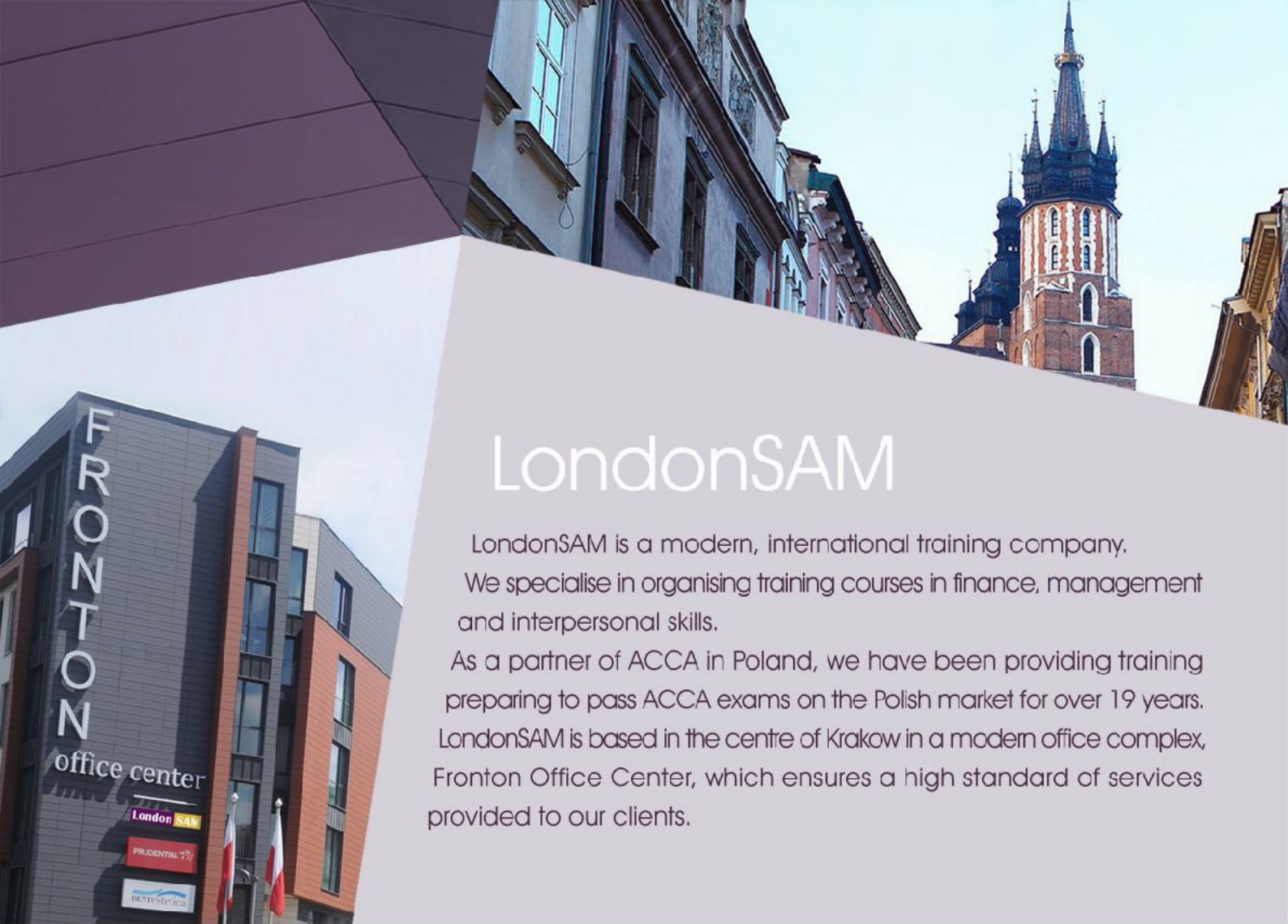
your
success...

2026

Finance

Finance & Management Training
/ Spring 2026 /

London SAM



LondonSAM

LondonSAM is a modern, international training company.

We specialise in organising training courses in finance, management and interpersonal skills.

As a partner of ACCA in Poland, we have been providing training preparing to pass ACCA exams on the Polish market for over 19 years. LondonSAM is based in the centre of Krakow in a modern office complex, Fronton Office Center, which ensures a high standard of services provided to our clients.

20 years
of activity

over
20 000
training participants

over
100
clients
in Europe

co-operation
with 4 Universities

ACCA Provider
since 2006

International
Institution Partnership
Insead, Kaplan,
ACCA, Big 4



Training_Spring 2026

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 2026:

Accounting

- IFRS Certificate
- Revenue contracts with customers IFRS 15
- Presentation & Disclosure in Financial Statements
- Leasing under IFRS 16
- International Accounting Course (IFAC)
- Fixed Assets
- USGAAP vs IFRS
- ACCA Professional

Finance & Analysis

- Art of Reading Financial Statements with AI
- Academy of Finance PtP, OtC, RtR
- Advanced Credit Management
- CFO Value Creation

Management

- Organizational data maturity cycle:
 - From data to Decision
 - Data Storytelling
 - Data-Driven Leadership
 - Data and Trust Culture
 - Module for Top Management
- Practical ways to Organize Data
- AI in Office Work

VAT & Payroll Academies

- International VAT Academy:
 - 14 European Countries
- Payroll Academy:
 - UK, Poland, Italy, France, Germany

Organizational data maturity

TRAINING PROGRAM

MODULE 1_ From Data to Decisions

- Informational Data vs. Decision Data
- Asking for the Right Analytical Questions
- KPIs in the Context of Business Goals
- Avoiding Misinterpretation of Data
- Building a Data-Driven Decision Process
- Turning Data into Actions
- AI as a Data Interpretation Assistant

MODULE 2 _ Data Storytelling

- Building a Narrative Around Data
- Adapting Data Language to the Audience
- Using Emotion and Context in Communication
- Designing Persuasive Reports and Presentations
- Using Data Visualization as an Influence Tool
- Leading Inspiring Data-Driven Meetings
- AI as a Partner in Data Storytelling

MODULE 3 _ Data-Driven Leadership

- Using Data in Development Conversations
- Providing Fact-Based Feedback, Not Emotion-Based
- Identifying Issues Not Visible in Reports
- Connecting Numbers to Values and Team Purpose
- Building Trust Through Data Transparency
- Creating a Data-Driven Accountability Culture
- AI as a Tool for Reflection and Feedback

MODULE 4 _ Data and Trust Culture

- Defining and measuring trust in data
- Designing data-driven work rituals
- Communicating results in a way that strengthens understanding and trust
- Creating processes in which data supports decisions, not just reporting
- Building a data culture from the individual to the organization
- AI as a catalyst for a knowledge-based and transparent culture

AIM OF THE TRAINING

The program builds a strong data culture across the organization, guiding teams from understanding data to effective communication and data-driven leadership.

BENEFITS

- Trust and openness grow in performance discussions.
- Engagement replaces pressure.
- Participants start seeing data as a shared language for decisions, not just reporting.

LECTURER

Anna Górska, MBA

A data and strategy expert with 20+ years of experience in process optimization, business analytics, and strategic management. An MBA graduate and member of the Maxwell Leadership Certified Team, she helps organizations turn data into informed action.

TRAINING DETAILS

Duration: 1 module – 1 training day

Time: 9:30 – 15:30

Date: Module 1: 24 March 2026

Module 2: 31 March 2026

Module 3: 14 April 2026

Module 4: 21 April 2026

Module Top Managers: 10 March 2026

Language: Polish

Place: live on-line, Zoom platform

Price: 1 150 PLN net + VAT / per module
3 500 PLN net + VAT / full course

For registration until: 20 February 2026

/ 10% – individual discount

/ 15% – group discount – 2 people or more

Practical ways to Organize Data

AIM OF THE TRAINING

This training is designed for people who currently perform many tasks manually. You will learn a tool that can pull data from multiple sources, combine and clean it, automate calculations, and prepare a finished report. You will discover that you don't need to be a programmer to build automated, error-resistant processes that can transform your daily work.

TRAINING PROGRAM

1. How the magic of automation works
 - How Power Query turns manual tasks into a repeatable, automated process
 - Why this tool is a game-changer for anyone working with data
2. Combining data from multiple sources
 - Loading data from different files and databases
 - Automatic report refresh without manual intervention
3. Cleaning, transforming, and merging data
 - Replacing dozens of manual Excel steps with a single process
 - Ensuring the process runs automatically every time
4. Building your first end-to-end automations
 - Creating a complete workflow for report preparation
 - Reports generated from A to Z
 - Always up to date and ready to use

BENEFITS

- You will free up hours of your work thanks to automatic data retrieval and cleaning.
- You will eliminate errors resulting from copying, cutting, and manual processing.
- You will build processes that "run themselves," allowing you to focus on creative or analytical tasks.

LECTURER

Tomasz Budziński

A project manager with 15 years of experience in HR and recruitment, covering both strategic and operational roles. He focuses on making processes and tools simpler and more human through smart automation. His trainings are hands-on, real-time, and packed with practical tips participants can use right away.

TRAINING DETAILS

Duration: 2 sessions, 3 hours each

Time: 9:00 – 12:30

Date: 15,16 April 2026

Language: Polish/English

Place: live on-line, Zoom platform

Price: 850 PLN net + VAT

For registration until: 20 February 2026

/ 10% - individual discount

/ 15% - group discount – 2 people or more

AI in Office Work

AIM OF THE TRAINING

This training presents AI not as a text generator, but as a full-fledged work tool. After this training, participants not only know how to use AI “for writing,” but become professionals who can implement intelligent automation elements, create work standards, and raise the quality of materials produced by the entire team.

TRAINING PROGRAM

1. AI as an analytical and creative assistant
 - Creating analyses, meeting summaries, recommendations, case studies, process descriptions, checklists, and presentations
2. Advanced use of AI in Excel, PowerPoint, and Outlook
 - Data analysis
 - Generating visual content
 - Automatic formatting
 - Creating document and report structures
3. AI and automation in the Microsoft 365 environment
 - Connecting AI with workflows
 - Creating drafts of automated communications
 - Enriching processes and interpreting data
4. Secure and compliant use of AI in the organization
 - How to implement AI wisely
 - How to protect confidentiality
 - How to establish work standards
 - How to increase AI adoption across teams

BENEFITS

- You will gain confidence that you use AI intentionally and professionally
- You will get the ability to create documents, reports, and analyses in a fraction of the time
- You will get insight into how AI can support automation, processes, and collaboration in your organization

LECTURER

Tomasz Budziński

A project manager with 15 years of experience in HR and recruitment, covering both strategic and operational roles. He focuses on making processes and tools simpler and more human through smart automation. His trainings are hands-on, real-time, and packed with practical tips participants can use right away.

TRAINING DETAILS

Duration: 2 sessions, 3 hours each

Time: 9:00 – 12:30

Date: 23,24 April 2026

Language: Polish/English

Place: live on-line, Zoom platform

Price: 850 PLN net + VAT

For registration until: 20 February 2026

/ 10% - individual discount

/ 15% - group discount – 2 people or more

Difficult situations in a project manager's work

TRAINING PROGRAM

DAY 1_

- Challenges in unfavorable project environments: unrealistic deadlines, inexperienced staff, lack of prioritization.
- Multiple project coordination issues.
- Unclear project objectives.
- Techniques for managing delayed projects: fast tracking, crashing, schedule compression.
- Critical path and risk management.
- Dealing with wishful planning and assertive project communication.
- Gathering information for realistic planning.
- Managing teams and conflicts; giving effective feedback under pressure.
- Motivating team members.
- Fostering teamwork and Agile practices.

DAY 2_

- Managing imprecise client requirements and effective communication.
- Gathering, validating, and clarifying requirements.
- Ensuring supplier/product quality; quality management best practices.
- Process vs. deliverables focus.
- Preventive and corrective actions.
- Monitoring and enforcing assigned work.
- Tracking progress and accountability.
- Corrective measures and reporting.
- Training summary, best practices, and applying lessons in practice.
- Continuous improvement.

AIM OF THE TRAINING

To equip project managers with practical tools, techniques, and soft skills to effectively handle challenging project environments, ensuring projects are delivered on time, within scope, and with quality outcomes.

BENEFITS

- Handle tight deadlines and resource challenges effectively.
- Improve communication, assertiveness, and conflict management.
- Apply practical project management best practices.

LECTURER

Piotr Ogonowski, MBA

Certified Auditor, Managing Partner

A manager with nearly 30 years of experience, a

lecturer in management, and the author of a series of lectures and training programs on management and organizational transformation. He is certified as a PMI PMP, PRINCE2 Practitioner, and AgilePM, and is an experienced Agile management practitioner.

TRAINING DETAILS

Duration: 2 training days

Time: 9:00-15:30

Date: 27,28 April 2026

Language: Polish/English

Place: live on-line, Zoom platform

Price: 1 950 PLN net + VAT

For registration until: 20 February 2026

/ 10% - individual discount

/ 15% - group discount - 2 people or more

Advanced Credit Management

TRAINING PROGRAM

Session 1_ Granting Credit Profitably

- Understanding the credit industry
- Understanding customers' needs and expectations
- Internal analysis of the credit context
- Using a proper Credit Application Form
- Mitigating credit risks
- Analyzing the credit worthiness of prospective customers

Session 2_ Managing Accounts Receivable

- Understanding the cost of credit
- Competition and granting credit
- Using credit to gain and sustain competitive advantage
- Focusing our limited resources on the 4 major components of credit
- Segmenting credit customers
- Relationship Management in managing credit
- Performance management
- Synergy between the Sales and the Credit functions

Session 3_ Efficient Cash Collection

- Effective communication
- Deploying technology to communicate with customers
- Investing in good interpersonal skills
- Understanding why customers pay late
- Techniques in cash collection
- Practical tactics to collect money on time
- Dealing with various types of customers
- Negotiating skills in cash collection

AIM OF THE TRAINING

The training aims to equip participants with practical skills in credit, risk, and cash flow management, enabling effective accounts receivable control and the building of strong customer relationships.

BENEFITS

- Gain practical skills to assess creditworthiness and manage cash flow
- Learn to apply credit management strategies
- Improve communication and negotiation skills to maintain strong customer relationships

LECTURER

Josef Busuttil, MBA, Dip. M MCIM, FCICM

Co-founder of the Malta Association of Credit Management, where he served as Director General. He represented Malta within the Federation of European Credit Management Associations. He holds a Postgraduate Diploma and the Chartered Marketer status from the Chartered Institute of Marketing, as well as an MBA from Henley Management College, with a focus on trade credit management. Josef is an experienced lecturer and speaker, with extensive international training experience.

TRAINING DETAILS

Duration: 3 sessions, 3 hours each

Time: 9:00 – 12:00

Date: 20,21,22 April 2026

Language: English

Place: live on-line, Zoom platform

Price: 750 PLN net + VAT/module
1 850 PLN net + VAT/total

For registration until: 20 February 2026

/ 10% - individual discount

/ 15% - group discount – 2 people or more

CFO Value Creation

TRAINING PROGRAM

DAY 1_ The Strategic Role of the CFO

- From controller to strategic partner
- Strategic analysis tools: PESTLE, BCG, VRIO, SWOT
- The BCG matrix and cash flows
- Reading strategy from financial statements
- Organic growth vs. acquisitions
- Dividend policy and capital structure
- Risk appetite and financial leverage
- Working capital and liquidity management
- Cash flow and the company life cycle
- Case study: publicly listed companies
- The role of the CFO in shaping strategy
- Cooperation with the CEO, the management board, and investors
- The CFO in digital transformation and ESG
- Future CFO competencies: leadership, communication, financial storytelling

DAY 2_ Value Creation and Financial Strategy

- Valuation methods: DCF, EBITDA, NAV, comparables
- The CFO's role in M&A, joint ventures, and investor relations
- Capital structure, reporting credibility, ESG
- Strategic portfolio, NPV, IRR, risk
- AI-driven analysis – financial and operational data
- CFO decision-making workshops and case studies

AIM OF THE TRAINING

This intensive two-day training demonstrates how a CFO can become a key strategic partner within an organization. Participants will learn modern analytical tools, practical approaches to valuation, and methods of value creation based on financial data.

BENEFITS

- You will master key methods of company valuation
- You will gain practical insights based on real-life case studies
- You will learn how to use strategic tools to drive growth and build company value

LECTURER

Roman Sereďyński, MBA

Certified Auditor, Managing Partner

He is the head of an international auditing firm with extensive experience—having led the audit department in a global organization, managing audit projects, IFRS and German GAAP transitions, due diligence reviews, and company valuations. He is also a trainer with over 20 years of experience in delivering professional training.

TRAINING DETAILS

Duration: 2 training days

Date: 14,15 May 2026

Language: Polish

Place: 4-Star Hotel or similar, Kraków, Poland

Price: 2 450 PLN net + VAT

For registration until: 20 February 2026

/ 10% – individual discount

/ 15% – group discount – 2 people or more

ACCA Professional

TRAINING SCHEDULE

Strategic Business Reporting:

Intro: 17,24,31 March & 7,11,12,14,21,28 April 2026

Revision: 9,10,12 May 2026

Mock exam: 16 May 2026

Strategic Business Leader:

Intro: 19,26 March & 2,9,16,23,30 April 2026

Revision: 7,19,21,26,28 May 2026

Mock Exam: 25 April & 23 May 2026

TRAINING DETAILS

Language: English

Place: live on-line session, Zoom platform

Price: 3 950 PLN net + 23% VAT/per subject
Schedule:

For registration until: 20 February 2026

/ 10% - individual discount

/ 15% - group discount - 2 people or more

BENEFITS

- Learn from experienced and highly qualified tutors
- ACCA is internationally recognized
- Tailored made study options to meet your busy life
- Comprehensive study materials and regular mock exams to ensure exam readiness, pass assurance for students

TUTORS:

Strategic Business Leader

Owen O'Reilly

- over 18 years of ACCA professional exam experience
- Over 60 prize-winning students in professional exams
- 26 SBL exams taught, all with Platinum Pass rates

Strategic Business Reporting

Dariusz Bargiel

- ACCA member since 1999
- Senior auditor from Deloitte
- Marker of Financial Reporting, ACCA exam

Full ACCA offer: <https://www.londonsam.pl/trainings/acca-professional-modular-courses/>

IFRS Certificate

TRAINING PROGRAM

MODULE 1 _Assets related IFRS

- Conceptual Framework for Financial Reporting
- IAS 1 Presentation of Financial Statements
- General summary of IFRS 18, which is to replace.
- IAS 1 „Presentation Financial Statements“ in 2027
- IAS 16 Property, Plant and Equipment
- IAS 38 Intangible Assets

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 & performance 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 Paymen
- IAS 19 'Employee benefits'

MODULE 5 _Consolidation related IFRS

- Consolidated statement of financial position and comprehensive Income
- IAS 28 'Investments in associates & 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'

AIM OF THE TRAINING

This training covers key IFRS standards related to assets, liabilities, performance, and consolidation, providing essential skills for accurate IFRS reporting. Designed for accountants and finance professionals who need a comprehensive knowledge of IFRS.

BENEFITS

- Learn with seasoned IFRS, ACCA expert.
- Comprehensive IFRS course within 6 days
- Theory with practical IFRS application

LECTURER

Dariusz Bargiel, FCCA
IFRS & ACCA lecturer

A former auditor at Deloitte, he has specialized in IAS/IFRS training since 2001, preparing candidates for ACCA, CIMA, CFA, and DipIFR exams. He combines technical expertise with over two decades of teaching experience across Europe and the Middle East.

TRAINING DETAILS

Duration: 1 module – 1 training day

Time: 9:00 – 15:30

Date: 13,14,20,21,27,28 March 2026

Language: English/Polish

Place: live on-line, Zoom platform

Price: 1 350 PLN net + VAT / per module
6 850 PLN net + VAT / full course

For registration until: 20 February 2026

/ 10% - individual discount

/ 15% - group discount – 2 people or more

IFRS 15 Revenue – contracts with customers

TRAINING PROGRAM

1. Quick recap of the 5-step model in IFRS 15
2. Performance Obligations – How to Spot Them
 - Criteria for identifying distinct goods/ services
 - Bundling and unbundling in multi-element contracts
 - Examples: Handset and service plan and Equipment with installation
3. Variable Consideration and Constraints
Rebates, refunds, bonuses, penalties
 - Estimation methods: expected value vs. most likely amount
 - Risk of significant revenue reversal
 - Significant financial component
 - Examples: Sales-based royalties and Volume discounts
4. Timing of Revenue Recognition
 - Criteria for revenue “over time”
 - Input vs. output methods
 - Contract assets vs. receivables
5. Modifications, Licenses, and Long-Term Contracts
 - Contract modifications: retrospective or prospective?
 - Licensing – right to use vs. right to access IP
6. Other specific application issues – brief summaries
 - Sale with right of return
 - Principal vs Agent considerations
 - Customer options for additional goods or services

AIM OF THE TRAINING

This training covers IFRS 15 revenue recognition principles, practical application, and common challenges to ensure accurate and compliant financial reporting. Designed for accountants, CFOs, controllers, auditors, and consultants.

BENEFITS

- Master key IFRS 15 concepts and rules.
- Learn from an experienced IFRS expert.
- Develop practical skills for complex revenue cases.

LECTURER

Dariusz Bargiel, FCCA
IFRS & ACCA lecturer

A former auditor at Deloitte, he has specialized in IAS/IFRS training since 2001, preparing candidates for ACCA, CIMA, CFA, and DipIFR exams. He combines technical expertise with over two decades of teaching experience across Europe and the Middle East.

TRAINING DETAILS

Duration: 1 training day

Time: 9:00 – 15:30

Date: 15 April 2026

Language: English/Polish

Place: live on-line, Zoom platform

Price: 1 450 PLN net + VAT

For registration until: 20 February 2026

/ 10% – individual discount

/ 15% – group discount – 2 people or more

IFRS 18 Presentation & Disclosure to FS

AIM OF THE TRAINING

This training explains IFRS 18's new presentation rules, focusing on clearer, more transparent financial reporting. It's designed for financial controllers, reporting specialists, CFOs, and auditors involved in preparing and reviewing financial statements.

TRAINING PROGRAM

1. What is IFRS 18 and why it matters?
2. Major changes from IAS 1 'Presentation of Financial Statements'
3. Statement of Profit and Loss – New Presentation Requirements:
 - Required subtotals: operating profit, investing, financing
 - Changes in classification of income and expenses
 - Disaggregation rules and label clarity
 - Placement of associates & joint ventures
4. Statement of Financial Position_ Aggregation and Format
 - Principles of aggregation and disaggregation
 - Enhanced line-item requirements
 - Classification: current vs. non-current
 - Labelling and minimum content
5. Management Performance Measures
 - What are these?
 - How to ensure their comparability and understandability by financial statements' users?
 - How to disclose them?

BENEFITS

- Grasp major changes from IAS 1 to IFRS 18.
- Master new statement presentation and disclosure standards.
- Learn directly from an experienced IFRS expert.

LECTURER

Dariusz Bargieł, FCCA
IFRS & ACCA lecturer

A former auditor at Deloitte, he has specialized in IAS/IFRS training since 2001, preparing candidates for ACCA, CIMA, CFA, and DipIFR exams. He combines technical expertise with over two decades of teaching experience across Europe and the Middle East.

PUBLIC TRAINING

Duration: 4-hour training

Time: 9:00 – 13:00

Date: 24 March 2026

Language: English/Polish

Place: live on-line, Zoom platform

Price: 850 PLN net + VAT

For registration until: 20 February 2026

/ 10% – individual discount

/ 15% – group discount – 2 people or more

Leasing under IFRS 16

AIM OF THE TRAINING

This training covers IFRS 16's lease recognition rules, differences from IAS 17, and the impact on tax and accounting policies. Designed for accountants, financial controllers, tax specialists, and auditors handling lease accounting.

TRAINING PROGRAM

1. Introduction
2. Regulations of the existing IAS 17 Leases
3. Regulations of Accounting Act with CRS No. 5
4. Scope of IFRS 16 standard
5. Definition of lease
6. Operating versus finance leases under the regulations of IFRS 16
7. Identification of components of a lease agreement
8. Activation expenditures –the lease agreement
9. Recording of the lease agreement by the lessee in light of IFRS 16
10. Recording from the lessor's point of view
11. Recognition of typical leases of IFRS 16
12. Analysis of the standard's provisions in the context of tax law regulations
13. Deferred tax reported in the accounting books as a consequence of the divergence of balance sheet and tax law
14. Changes in accounting policies under IFRS
15. Closing & discussion

BENEFITS

- Understand key IFRS 16 lease definitions.
- Learn from a knowledgeable IFRS expert.
- Navigate differences between accounting and tax regulations.

LECTURER

Roman Seredyński, MBA

Certified Auditor, Managing Partner

He is the head of an international auditing firm with extensive experience—having led the audit department in a global organization, managing audit projects, IFRS and German GAAP transitions, due diligence reviews, and company valuations. He is also a trainer with over 20 years of experience in delivering professional training.

PUBLIC TRAINING

Duration: 1 training day

Time: 9:00 – 15:30

Date: 12 March 2026

Language: Polish

Place: live on-line, Zoom platform

Price: 1 450 PLN net + VAT

For registration until: 20 February 2026

/ 10% - individual discount

/ 15% - group discount – 2 people or more

International Accounting Course

AIM OF THE TRAINING

This training covers fundamental accounting principles, bookkeeping, and financial statement preparation. Designed for beginner accountants, finance assistants, and small business owners.

TRAINING PROGRAM

1. Introduction to accounting
2. Balance sheet and income statement
3. Double entry bookkeeping
4. The trading account
5. Credit transactions and discounts
6. Inventory
7. Sales tax (VAT) and CIT – an introduction
8. Accrued, prepaid expenses, accrued and deferred income – an accounting for them
9. Bad debts and allowances for doubtful debts
10. Non-current assets
11. From trial balance to financial statements – practical skills preparation FS
12. Incomplete records
13. Closing & discussion

BENEFITS

- Gain solid foundation in accounting.
- Learn from an experienced accounting instructor.
- Develop practical skills for accurate financial reporting.

LECTURER

Dariusz Bargieł, FCCA
IFRS & ACCA lecturer

A former auditor at Deloitte, he has specialized in IAS/IFRS training since 2001, preparing candidates for ACCA, CIMA, CFA, and DipIFR exams. He combines technical expertise with over two decades of teaching experience across Europe and the Middle East.

TRAINING DETAILS

Duration: 3 training days

Time: 9:00 – 15:30

Date: 18,19,20 March 2026

Language: English/Polish

Place: live on-line, Zoom platform

Price: 1 950 PLN net + VAT

For registration until: 20 February 2026

/ 10% – individual discount

/ 15% – group discount – 2 people or more

Fixed Assets

TRAINING PROGRAM

DAY 1 _Legal and Accounting Framework

- Legal basis: Polish Accounting Act, tax law, IFRS, US GAAP
- Recent changes in tax and accounting regulations
- Leasing under IFRS 16 / ASC 842 and Polish KSR 11
- Definition and classification of fixed assets
- Key differences: IFRS vs Polish GAAP
- Low-value assets and useful life estimates
- Book vs tax value: acquisition cost, construction in progress
- Post-acquisition costs: repairs, upgrades, interest
- Component accounting and depreciation rules
- Tax vs accounting depreciation and deferred tax impact
- Asset retirement and inventory procedures

DAY 2 _IFRS, USGAAP and Leasing

- IFRS (IAS 16, IFRS 5) vs US GAAP: recognition, valuation, depreciation
- Assets held for sale and component approach
- Fixed asset leasing: Polish KSR 5 vs IFRS 16 / ASC 842
- New definition and treatment of leases
- Accounting vs tax treatment (initial fees, recognition)
- Lessee accounting and reporting – practical examples
- Exemptions, reclassifications, and balance sheet presentation
- IFRS vs US GAAP differences in lease treatment
- Case study and group discussion

AIM OF THE TRAINING

This training covers legal and accounting frameworks for fixed assets and leasing under IFRS, US GAAP, and Polish regulations. Designed for accountants, finance controllers, and auditors.

BENEFITS

- Learn based on practical accounting.
- Gain insights from case studies.
- Understand key differences between IFRS, US GAAP, and Polish GAAP on fixed assets.

LECTURER

Roman Seredyński, MBA

Certified Auditor, Managing Partner

He is the head of an international auditing firm with extensive experience—having led the audit department in a global organization, managing audit projects, IFRS and German GAAP transitions, due diligence reviews, and company valuations. He is also a trainer with over 20 years of experience in delivering professional training.

TRAINING DETAILS

Duration: 2 training days

Time: 9:00 – 15:30

Date: 26,27 March 2026

Language: Polish

Place: live on-line, Zoom platform

Price: 1 950 PLN net + VAT

For registration until: 20 February 2026

/ 10% - individual discount

/ 15% - group discount – 2 people or more

The Art of Reading Financial Statements with AI

TRAINING PROGRAM

DAY 1 _Financial reporting Fundamentals

- IFRS and Polish Accounting Act overview
- US GAAP – basic differences
- Financial statement structure (balance sheet, income, cash flow, equity, notes)
- Management report – content and purpose
- Accounting methods and principles
- Understanding financial statements – what they show (and don't)
- Quick balance sheet reading
- Vertical and horizontal analysis
- Net working capital and segment results
- Group consolidation basics
- Key financial terms: EBIT, EAT, EBITDA

DAY 2 _Financial Analysis and AI Tools

- Cash flow statement – structure and use
- Solvency and business growth assessment
- Financial ratios – interpretation and benchmarks
- Profitability, liquidity, efficiency, debt levels
- Using AI tools (ChatGPT, Copilot) in finance
- Prompt building, risks (hallucinations, data quality), ethical use
- When CFOs should (and shouldn't) use AI
- Auditor's report – types of opinions, key audit matters
- Final discussion and wrap-up

AIM OF THE TRAINING

Course covers financial analysis techniques, and practical AI applications for smarter decision-making. It's designed for finance professionals, analysts, and managers seeking to enhance financial statement literacy and leverage AI tools.

BENEFITS

- Understand how to use AI tools in analysis
- Learn from financial expert
- Develop strong skills in reading and analyzing financial statements.

LECTURER

Roman Seredyński, MBA

Certified Auditor, Managing Partner

He is the head of an international auditing firm with extensive experience—having led the audit department in a global organization, managing audit projects, IFRS and German GAAP transitions, due diligence reviews, and company valuations. He is also a trainer with over 20 years of experience in delivering professional training.

PUBLIC TRAINING

Duration: 2 training days

Time: 9:00 – 15:30

Date: 16,17 April 2026

Language: Polish

Place: live on-line, Zoom platform

Price: 1 950 PLN net + VAT

For registration until: 20 February 2026

/ 10% - individual discount

/ 15% - group discount – 2 people or more

TRAINING PROGRAM

Module 1 _Purchase to Pay (PtP)

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

Module 2 _Order to Cash (OtC)

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

Module 3 _Record to Report (RtR)

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

AIM OF THE TRAINING

This training covers end-to-end financial processes—Purchase to Pay, Order to Cash, and Record to Report—highlighting their impact on financial statements under Polish Accounting Act and IFRS. Designed for finance professionals and accountants.

BENEFITS

- Understand key transactional processes
- Understand your role in the process
- Learn how these processes affect financial reporting and compliance.

LECTURER

Roman Seredyński, MBA

Certified Auditor, Managing Partner

He is the head of an international auditing firm with extensive experience—having led the audit department in a global organization, managing audit projects, IFRS and German GAAP transitions, due diligence reviews, and company valuations. He is also a trainer with over 20 years of experience in delivering professional training.

TRAINING DETAILS

Duration: 3 training days

Time: 9:00 – 15:30

Date: Module 1 - 23 April 2026

Module 2 - 24 April 2026

Module 3 - 29 April 2026

Language: Polish

Place: live on-line, Zoom platform

Price: 1 350 PLN net + VAT/module

3 200 PLN net + VAT/total

For registration until: 20 February 2026

/ 10% - individual discount

/ 15% - group discount - 2 people or more

USGAAP Comprehensive Course

TRAINING PROGRAM

1. Module 1 _USGAAP Intro

- What is USGAAP?
- Who must follow the USGAAP requirements
- How financial reporting is monitored and controlled
- Treatment of key transaction types and comparison with IFRS
- Revenue, receivables and bad debt provisions
- Purchases, inventory, trade payables, accruals and provisions
- PPE including depreciation, acquisition and disposals
- Other general ledger expenses such as payroll costs, Selling and General Administrative costs and R&D (including business development and marketing)
- Taxation costs – VAT, payroll and property taxes and corporation tax on profit
- Closing & discussion

2. Module 2 _USGAAP vs IFRS

- Introduction & overview – summary of key points from foundation course
- Presentation of USGAAP accounts
- Reporting tangible assets – property plant and equipment
- Reporting intangible assets
- Accounting for inventory
- Accounting for purchases including trade payables and accruals
- Revenue recognition and reporting Accounts Receivable under USGAAP
- Accounting for income taxes
- Accounting for wages and salaries & other employment benefits
- Accounting for cash & cash equivalents and cash flow statements
- Accounting for foreign currencies
- Reporting financial instruments

AIM OF THE TRAINING

Designed for accountants, auditors, and finance professionals working with US GAAP or IFRS, this comprehensive course covers fundamental US GAAP principles, key accounting treatments, and detailed comparisons with IFRS.

BENEFITS

- Build strong expertise in US GAAP standards.
- Understand differences between US GAAP&IFRS.
- Learn from an experienced instructor with dual-framework knowledge.

LECTURER

David Potts, FCA

David is qualified UK Chartered Accountant with over 20 years experience of professional training in accountancy and finance. David also has over 20 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 conversion in 1994. Key specialism: UKGAAP, US GAAP, IFRS.

TRAINING DETAILS

Duration: 2 training days

Time: 9:00 – 15:30

Date: 23,24 April 2026

Language: English

Place: live on-line, Zoom platform

Price: 2 450 PLN net + VAT

For registration until: 20 February 2026

/ 10% – individual discount

/ 15% – group discount – 2 people or more

International VAT Academy

ABOUT ACADEMY

LondonSAM organizes International VAT Academy in May 2026. The project consists of 13 workshops on VAT issues of the chosen European countries.

Each training lasts 1 day and is focusing on VAT rules legally binding in each country.

TRAINING PROGRAM*

1. Overview
2. VAT Tax Reform
3. Brazil Indirect taxes
4. Place of supply
5. VAT tax bases
6. VAT rates
7. VAT exemption
8. Special taxation
9. International transaction - import/Export
10. VAT tax return
11. Statute of limitations

*each country program differs, please check:
<https://www.internationalvatacademy.com>

LECTURER

Austria: Edith Huber-Wurzinger, Austrian Certified Tax Consultant

Belgium: Michaël Vincke, Director Indirect Tax at KPMG

Switzerland: Michaël Vincke, Director Indirect Tax at KPMG

Netherlands: Harmen Teeuwsen, Senior Manager Indirect Tax at BDO

France: Anne Benoit, VAT Partner at Fidal Law Firm
Yoann Le Rale, VAT Manager

Italy: Gabriella Liveri, Indirect Tax Expert

Germany: Dr. Matthias Oldiges, Partner at KMLZ
Dr. Frédéric Salewski, Partner at KMLZ

Poland: Magdalena Mucha, Director of 8Tax, Tax Advisor

Portugal: Filipe Nogueira, Indirect Tax Advisor

Spain: Javier Mata, Director Indirect Tax, KPMG

Sweden: Åsa Spetz, Senior Tax Manager, Greenstep

UK: Ruth Corkin, Principal (Partner) Indirect

TRAINING DETAILS

Duration: 1 training day

Time: depending on country

Date: May 2026

Language: English

Place: live on-line, Zoom platform

Price: 1 950 PLN net + VAT/ per person

For registration until: 20 February 2026

/ 10% - individual discount

/ 15% - group discount - 2 people or more