



Business Management for Engineers and Technicians

Controlling – evaluating capital expenditure – basics of purchasing

**NEW! 100 % performance guarantee
based on your individual preferred dates,**

**+ One-to-one coaching on the topic customized specifically to your requirements,
+ Planning security for your in-service training.**

Condition: event venue = Tübingen.

Level →

2-day

As an engineer you are increasingly also confronted with business management issues, and are finding more and more evaluations landing on your desk that adopt a business management angle. When you first trained – possibly long ago – you were only given minimal tools for dealing with such matters. If you see yourself in this description, this crash course / seminar that has been proven over many years will be just right for you. You will be provided with the required business management know-how in a compact form to give you the confidence to contribute fully in business management matters. Whether you call it crash course, training, seminar, continuing education, in-service training or workshop – the concept of “Business Management for Engineers and Technicians” has proven successful over many years, and the comprehensive documentation that can be applied directly in your day-to-day work will make you a respected partner on business management matters, too.

Participant group

Engineers and technicians, as well as qualified personnel from the R&D, Work Preparation, Quality Assurance, Production areas, etc. who also need a grasp of the right business management know-how (controlling – evaluating capital expenditure – basics of purchasing) in order to reach the best possible decisions.

Speakers

Hans-Peter Stiemer and the team colleagues from STIEMER Corporate Consultancy for Purchasing and Controlling – who all have many years of practical experience in controlling, purchasing, materials management and logistics at renowned enterprises.

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The topic – your benefits

- * You will have a grasp of “business management jargon” and in future will be able to use it confidently in discussions.
- * Intensive use of case studies and targeted individual exercises instead of dull theory will aid practical implementation.
- * You will be able to interpret reports and data better, putting you in the position to optimally manage your area.
- * You will be familiar with the management tools and correlations that can positively influence corporate performance.
- * You will get to know the biggest cost and capital commitment drivers and be able to influence them in a more targeted way.
- * Those participants in particular with little prior knowledge will acquire in-depth knowledge.
- * You will receive an informative, detailed certificate!

(Business Management for Engineers and Technicians)

Practical added benefits after the seminar

You will work through the case studies manually during the seminar. After the seminar you will be e-mailed highly useful Excel applications, special performance indicators and checklists. These will equip you to “automate” what you have learned immediately at your workplace.

Program summary

Accounting and controlling

- * Lexicon of the key terms, put simply and intelligibly
- * Tasks and structure of an in-house accounting department, cross-functional controlling
- * Balance sheet and P+L, operating result, EBIT, ROI, cash flow, neutral result...
- * Cost accounting (sheet), cost centers, profit centers
- * Costing based on full and partial cost aspects (contribution margin accounting), criteria for use => original practical cases
- * Accommodating special customer demands in costing

Capital expenditure and profitability calculations

- * Lexicon of the key terms
- * Break-even analysis, break-even-point determination
- * Investment budgeting methods (static and dynamic)
- * Benefit analysis (inclusion of qualitative decision-making criteria)
- * Capital expenditure evaluation of a large-scale project taking account of ROI, payback period (case study from corporate practice)

Methodology

Talks, case studies with group work, large number of practical examples, discussion and knowledge sharing, detailed manuscript.

Seminar times in top hotels in central locations in each city

Day 1: 10.00 a.m. - 5.45 p.m.

Day 2: 09.00 a.m. - 5.00 p.m.

<p>100 % performance guarantee based on your individual preferred dates, + One-to-one coaching on the topic customized specifically to your requirements, + Planning security for your in-service training. € 1.500,- (+) Condition: event venue = Tübingen.</p>

(+) additional 19% GERMAN VAT (if operated in Germany)

Please bring a calculator!

Registration

Fax number:

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To:

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Yes, I / we hereby register for the seminar * / one-to-one coaching * :

Business Management for Engineers and Technicians

(* Please strike through as appropriate!)

on: _____ **in:** _____. We will be bringing ____ participant(s).

(We will be pleased to provide a quotation for an **in-house event** on request)

Sender:

Company

Street/PO Box

Zip code/city

Tel.

Fax

E-mail

Participant(s):

1.

2.

3.

Date, signature and company stamp

In providing the above signature, I / we expressly accept the registration terms (which can be viewed e.g. at www.stiemer.com) stated in the General Terms and Conditions. **PDF**