



Financial Statement

Income Statement

Revenue

Expenses

Profit Earnings

Cash flow Statement

Investing

Operations

Financing

Mind Maps for Finance Professionals

March 4, 2015 - Mövenpick Hotel, Karachi | March 6, 2015 - The Nishat Hotel, Lahore

Course Facilitator:



Ali Saeed

- ▶ Chief Executive Officer at an Investment Banking / Equities Brokerage firm
- ▶ Former Emerging Markets Strategist with Morgan Stanley Capital, UK
- ▶ Over 10 years of diverse professional experience in foreign and domestic equity markets specializing in buy and sell side roles

Workshop Outline

Financial professionals come across a set of complex stream of data with underlying sensitivities which is repeatedly converted into financial information and then the decision making process initiates. In the course of gathering information, processing, applying logical connections and storing it, often at times the tessellated details are missed out either because they were not considered or they failed to make the priority list and that is where "Black Swan" risks emerge.

In this rigorous financial planning, "Mind Maps for Finance Professionals" stands as an extremely powerful tool that can accommodate a long list of variables and further down the sensitivities of each variable class, hence portraying a holistic bigger picture of the financial data. This program comes up with an excellent technique particularly well suited to the financial advisory practice that helps them to generate, visualize, structure and classify their ideas. It also may help with studying, organizing, problem solving, decision-making and writing.

This one day program is designed to unlock the potential of your mind by associating ideas, thinking creatively and making logical connections that you might not otherwise make.

Learning Outcomes

- **UNDERSTAND**, interpret and create Mind Maps
- **LEARN** notes management and constructing your own Mind Maps
- **TURN** personal thoughts of finance professionals into organized brainstorming meetings
- **UNLOCK** the potential of your minds and boost up your memory
- **THOROUGH** brainstorming, prioritizing, planning and profitable financial decision making visual capture of financial planning

Training Modules

- Practical demonstrations
- Individual Mind Mapping tasks
- Group Mind Mapping tasks
- Presenting your Mind Maps

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For Details & Registration : Karachi 021 34536306-12-14, 021 34547141 | Lahore 042-35763064 - 63 | register@octara.com | www.octara.com

Course Agenda

Session 1

- Understanding memory tips
- How creativity can be blossomed
- Memory techniques

Session 2

- Effectively manage data
- Memory efficiency techniques and variables
- Improve efficiency

Session 3

- Mind Maps and time savings
- Innovate or recreate
- Lateral thinking
- Collaborative techniques to improve organizational efficiency

Session 4

- Financial data
- Duplication & redundancy
- Sensitivity of financial information and its impact on overall organizational performance
- Complex solutions using Mind Maps (WACC, CAPM, Cost of debt, debt Profiling)
- Generate logical connections between data

Session 5

- Learn the art of making Mind Maps
- Understand the context and content of financial data using Mind Maps
- Practical learning through brainstorming

Who Should Attend:

Financial Professionals, Finance Managers, Corporate Controllers, Finance Directors, Accountants, Budget Analysts, Budget Owners, Treasury Professionals, Chief Accountants, Accounting Managers, Senior Accountants, Banking Professionals, Corporate Business Professionals, Financial Analysts, Investment Bankers, Financial Controllers and individuals who want to learn the art of effective variable management and use them efficiently at the work place.



Course Facilitator:

Ali Saeed

Ali Saeed's professional experience converges from over 10 years of diverse indulgence in the fields of portfolio management and institutional/retail sales of equities to domestic and foreign market participants.

He is currently the CEO of a leading investment banking and equities brokerage firm operating at the Karachi bourse. His responsibilities have encompassed a wide range of roles from effectively marketing the firm to domestic, retail and corporate institutions and also managing the entire settlement cycle. He has also been engaged in sell side research and economic analysis. Ali's previous assignment was at a leading Asset Management Company where he led the portfolio and research efforts of the firm managing three funds with an asset base of PKR 7 billion. Prior to that, Ali was actively monitoring and investing in the far eastern markets at Morgan Stanley Capital in London researching and managing emerging markets in the Asia-pacific rim. Early in his career, his concentration in research efforts have paved the way for over 50 research reports and business journal articles regularly published and distributed to domestic and international clients.

Currently, Ali is authoring a book on PPP (Public Private Partnerships) with a Boston based consultant. His association with academia has allowed him to currently pursue his M. Phil in Economics. He holds a MSc. in Finance & Economics from the prestigious Graduate School of Business at the University of Strathclyde in Glasgow, Scotland and Bachelors in Business & IT from the Curtin Business School at the University of Curtin, in Australia. He has attended various international conferences and workshops to enrich his own pool of thought.

Ali is renowned for his highly engaging, thought provoking and practical approach towards coaching and mentoring professionals. Off the corporate floor, Ali is also a regular visiting faculty member at leading universities in Karachi.

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Workshop Investment

PKR **15,000/-** (+GST)

(Fee Per Participant)
(GST Lahore 16% / GST Karachi 15%)
Fee includes course material, Octara Certificate,
lunch, refreshments & business networking

For Registration & Details

Phone : 021-34536306-12-14, 021-34547141 (KHI)
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Email : register@octara.com
Web : www.octara.com

Payment

A confirmation letter/e-mail and invoice will be sent
upon receipt of your registration.
Note: Full payment must be received in
advance to confirm enrollment.

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Octara Private Limited
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Tel: 021-34534261, 021-34536315, Cell: 0321-2670041

Bring **Mind Maps for Finance Professionals** In-House
This workshop can be customized to suit specific
need of your organization at significant savings.
Please contact Jason D'souza at jason.bosco@octara.com
or call at 0332-2422732 for more details

Connect with Octara on social networks



ENTERPRISE RISK MANAGEMENT ISO 31000



Course Facilitator:
Jon McNish

Director & Chief Consultant
Global Resilience Group (GRG)

A Renowned Global Business
Resilience Consultant

Member of the Chartered
Management Institute (MCMI)

Professional Member of the
Australian Institute of
Management (AIMM)

Member of the City and Guilds
Royal Charter (MCGI)

Cert IV Training & Assessment

MBA - 2013