



**TOGETHER**  
*for a sustainable future*

## OCCASION

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TRAINING WORKSHOPS ON FINANCIAL  
PLANNING OF INDUSTRIAL PROJECTS

Dar Es Salaam  
16 October to 25 November 1967

DG3898

PROGRAM OF WORK

(A session of 3 hours each day, six sessions a week for six weeks)

Session 1

Topic: Financial Analysis: Scope and Importance

Session 2

Topic: Financial Analysis: The Role of Accounting (I)

Session 3

Topic: Financial Analysis: The Role of Accounting (II)

Session 4

Topic: Funds Flow Concept

Session 5

Topic: Analysis of Profit and Operating Cash Flows

Session 6

Topic: Ratios as Tools of Financial Analysis - Significance of Financial Ratios (I)

Session 7

Topic: Ratios as Tools of Financial Analysis - Interpretation of Significant Financial Ratios (II)

Session 8

Topic: Working Capital Requirements: (I)  
Estimating Working Capital Requirements

Session 9

Topic: Working Capital Requirements (II)  
Estimating Working Capital Requirements

Session 10

Topic: Working Capital Requirements: (III)  
Cash, Accounts and Notes Receivable and Inventories

Session 11

Topic: Working Capital Requirements: (IV)  
Cash, Accounts and Notes Receivable and Inventories

Session 12

Topic: Working Capital Requirements: (V)  
Cash, Accounts and Notes Receivable and Inventories

Session 13

Topic: Fixed Capital and Other Financial Requirements (I)

Session 14

Topic: Fixed Capital and Other Financial Requirements (II)

Session 15

Topic: Phasing Planned Expenditures (I):  
a. Construction stage  
b. Operation stage  
c. Planning period

Session 16

Topic: Phasing Planned Expenditures (II):  
a. Construction stage  
b. Operation stage  
c. Planning period

Session 17

Topic: Methods of Financing (I):  
Definition; Appropriate balance  
between equity and debt

Session 18

Topic: Methods of Financing (II):  
Short-term vs. long-term debt;  
Appropriate balance thereof

Session 19

Topic: Methods of Financing (III):  
Case Studies

Session 20

Topic: Methods of Financing (IV):  
Case Studies

Session 21

Topic: Leasing Arrangements vs. Equity and Debt

Session 22

Topic: Methods of Estimating Commercial Profitability (I)

Session 23

Topic: Methods of Estimating Commercial Profitability (II)

Session 24

Topic: Methods of Estimating Commercial Profitability (III)

Session 25

Topic: Domestic Sources of Financing (I):  
Securities Market; Trade Credit

Session 26

Topic: Domestic Sources of Financing (II):  
Development Finance Institutions; Commercial  
Banks; Other Financial Intermediaries

Session 27

Topic: Domestic Sources of Financing (III):  
Public Sector Financing; Self-financing

Session 28

Topic: External Sources of Financing (I):  
International Financial Institutions;  
Financial Institutions of Capital Exporting  
Countries

Session 29

Topic: External Sources of Financing (II):  
Private Investment Including Joint Ventures;  
Bilateral Financial Assistance; Export Credit

Session 30

Topic: Capital Markets (I):  
Country Case Studies

Session 31

Topic: Capital Markets (II):  
Country Case Studies

Session 32

Topic: Financial Reports (I):  
Loan Requests from Financial Institutions

Session 33

Topic: Financial Reports (II):  
Financial Evaluation of Loan Requests

Session 34

Topic: Financial reports (III):  
annual reports of Corporations

Session 35


Topic: General Discussion

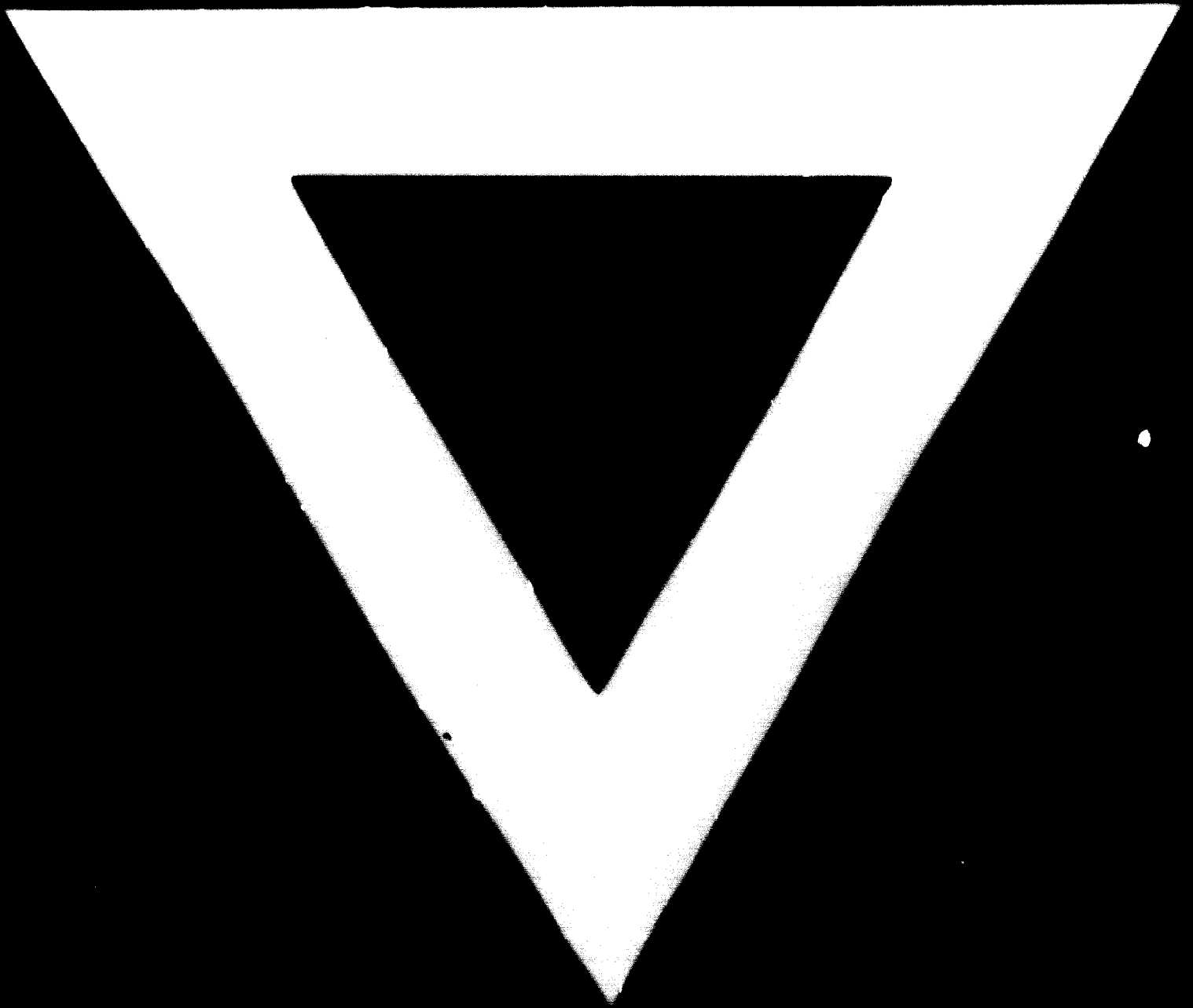
Session 36

Topic: General Discussion

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**NOTE:** Whenever participants are interested, the topic Financial Planning of the Industrial Sector: (Part B) will also be discussed. This topic covers: Financial accounts and flows and their relation to national accounts and flows; Projections of capital requirements and their sources of financing;





**31.7.74**