



Strategic
Intelligence **Forum**

TRAINING DIRECTORY

2024 - 2025

In5 Media
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Dubai Production City
United Arab Emirates (UAE)
www.sif-global.com/trainingdirectory





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ENERGY
MINING & MINERALS



Governance, Risk Management & Compliance (GRC)

Course Overview

The course will provide you with a practical understanding of how the components of a strategically-aligned governance framework can be integrated with value creation and preservation concepts from globally accepted frameworks.

Based on the governance framework, this course will also guide you in understanding how governance operating models are developed to support your business management environment and teach you how to improve organisational performance through an understanding of key topics including:

- The fundamental concepts and guiding principles of strategic GRC frameworks
- Strategy mapping based on an integrated approach to risk and opportunity management, governance and compliance

Programme Content

- Introducing & Defining GRC
- GRC Stakeholders
- Organizational value
- Risk Management

Who Should Attend?

Board and board sub-committee members, Executive managers, Human Resource executives and Strategic planners

Benefits Of Attending

1. Align your GRC structures based on an understanding of the key organisational value drivers and strategic risk
2. Adopt a stakeholder inclusive approach in considering the organisation's GRC requirements
3. Integrate and strategically align GRC through adopting effective methods
4. Create linkages between the organisation's strategic objectives and its adopted GRC framework
5. Develop governance operating models based on key organisational value drivers

Cost: US\$ 4,895

Duration: 5 days – 8:30 to 15:30

Strategic & Annual Risk-Based Audit Planning

Course Overview

Modern internal audit functions play a key role in delivering assurance, advice, and insight to support organisations in delivering their strategic and business objectives.

This course practically demonstrates how effective risk-based strategic and annual planning allows internal audit to remain relevant in today's complex and rapidly changing business environment and how the internal audit function contributes to organisational effectiveness and support achievement of the organisation's objectives.

Who Should Attend?

A must for Heads of Internal Audit, Internal Audit managers Senior internal auditors and Internal auditors responsible for developing or implementing a tactical internal audit plan Internal auditors who are new to internal audit

Benefits Of Attending

1. Evaluate and use key tools to understand the organisation's environment, risk maturity, competitive environment, and control environment.
2. Examine the latest professional guidance, including the updated three lines model, and how this can be used to map the assurances provided across the organisation.
3. Learn how to identify, assess, and manage stakeholder expectations to deliver a world-class internal audit service.
4. Identify best practice to gain agreement for proposed plans and the necessary internal audit resources to implement, monitor and successfully deliver the agreed plans.
5. Use the new Global IIA Competency Framework to map assess your current expertise in internal audit planning against the competencies of professionalism, leadership and communication, and environment.

Cost: US\$ 3,895

Duration: 5 days – 8:30 to 15:30



Sustainable Investments

Course Overview

Our Sustainable Investing course will teach you how to maximise financial returns while investing sustainably

Programme Content

- Distinguish between sustainable and impact investing
- Recognise the importance of sustainable investing as a development finance tool
- Analyse the significance of ESG factors on the performance of a sustainable investment opportunity
- Identify financial institutions involved in sustainable investing and what form their involvement can take
- Explain the significance of ESG screening criteria
- Recognise the relationship between sustainable investing and the potential for value creation
- Create a framework to evaluate the potential value of a sustainable investment opportunity and determine the how, when and why i.e. the potential value drivers of the investment and their sensitivity
- Explain the implications of ESG criteria upon the due diligence process
- Articulate the rationale for different methods used to structure and finance sustainable impact investments
- Explain the difference in perspective and motivations of the various parties involved

Who Should Attend?

Government and Ministry executives, board and board sub-committee members, Executive managers, Human Resource executives and Strategic planners

Benefits Of Attending

Case studies and practical sessions

- Measuring value creation and key value drivers
 - Implications of sustainable impact investing initiative
- Who does it – A review of real-life illustrations including:
 - Publicly traded corporations
 - Private equity/venture capital
 - Sovereign wealth funds
 - Government authorities
 - Development finance institutions e.g. development banks
 - Not for profit organisations, charities etc.

Cost: US\$ 4,895

Duration: 5 days – 8:30 to 15:30

Focus on ESG

Course Overview

Our ESG course covers the rise of ESG investing and what it means for investors and corporates.

Investors are taking more interest in non-financial information as there is growing evidence showing a positive link between ESG and value creation. In some cases, investors are lowering the cost of capital for companies with better ESG scores by as much as 10%.

Those that are slow to address ESG issues are therefore at risk of losing the support of their key stakeholders as well as their license to operate.

Programme Content

- Understand ESG and its key drivers from an investor and corporate perspective
- How ESG differs from SRI and Impact Investing
- Improve your knowledge of topical areas including climate risk, the rising importance of social issues, and biodiversity
- ESG ecosystem, data and rating agencies issues
- Understand how investors are integrating ESG into the investment management process across asset classes

Who Should Attend?

Government and Ministry executives, board and board sub-committee members, Executive managers, Human Resource executives and Strategic planners

Benefits Of Attending

1. Manage the implications of ESG from an investor and corporate perspective
2. Recognise the relationship between ESG investing and the potential for value creation
3. Understand real-life scenarios through case studies from a variety of industry sectors
4. Appreciate the difference in perspective and motivations of the various parties involved
5. Master the crucial ESG and sustainability issues so you can stay ahead of the competition
6. Analyse and integrate material ESG factors into your day-to-day roles

Cost: US\$ 4,895

Duration: 5 days – 8:30 to 15:30



Action Centred Internal Auditing

Course Overview

Increasingly, it is becoming necessary for those involved in financial decision making to master advanced budgeting techniques. Top organisations are focusing more and more on streamlining their budgeting process. Budgets are used to link strategy to planning, to highlight operational inefficiencies and to set targets. It is also well known that budgets absorb management time and attract a wide range of criticism. Instead of a meaningless annual distraction, the budget should become a flexible, continuous process including changes in strategy and market conditions, competitor moves, advances in technology, efficiency and process improvement.

Programme Content

- The Need For Effective Communication
- Convincing Management
- Challenges Of Audit Reporting
- What Recipients Of The Report Expect
- Assessment And Evaluation Of Reports
- Best Practice Internal Audit Reports – The Way Forward
- Implementing Best Practice Audit Reports
- Presenting / Distributing Reports And Measuring Success
- Writing A Report In The Best Practice Format
- Getting Action During The Audit
- Communicating As A Team And With Management

Who Should Attend?

This course is designed for all professionals involved in the internal audit process within their organisation.

Benefits Of Attending

1. Understand the behavioural aspects of reporting
2. Write reports that have impact – make them easy to read and act upon
3. Understand what recipients of reports think of them

Cost: US\$ 4,495

Duration: 5 days – 8:30 to 15:30

Advanced Budgeting

Course Overview

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Programme Content

- Alignment To Business Planning
- Activity Based Budgeting And Activity Based Costing
- Budgeting And Controlling Overhead Costs
- Rolling Forecasts, Beyond Budgeting And Other Modern Versions Of Budgeting
- Budgeting For The Creation And Use Of Intangible Assets
- Designing An Integrated Strategic Planning, Operational Planning And Budgeting Process
- Capital Budgeting And Capital Expenditure
- Depreciation
- Capital Investment
- Intangible Assets
- Shareholder Funds And Capital Ratios
- Streamlining The Whole Planning / Budgeting Process

Who Should Attend?

This course is designed for all finance professionals and other staff members involved in financial decision making and the budgeting process within their organisation.

Benefits Of Attending

1. Identify the key elements for successful budgeting and forecasting
2. Decide whether an organisation can abandon its annual budget
3. Take advantage of the Beyond Budgeting model and other new developments

Cost: US\$ 4,495

Duration: 5 days – 8:30 to 15:30



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Duration: 5 days – 8:30 to 15:30



Advanced Corporate Reporting

Course Overview

This course is designed to provide delegates with a thorough understanding and the necessary skills and techniques to help them analyse, document and communicate their organisation's corporate performance from several different perspectives.

Programme Content

- Overview – Strategic Management And Performance
- Management Needs And Reporting
- Management Reporting Requirements
- Reporting On Performance – Key Performance Indicators
- Reporting On Performance – The Balanced Scorecard
- Enterprise Performance – The Strategic View
- Business Modelling Concepts
- Developing A Reporting System
- The Consolidation Of Enterprise
- Global Versus Local Reporting
- Reporting Systems And Change
- Compliance Reporting
- Managing Performance Data
- Reporting In The Future

Who Should Attend?

Finance and Administration Directors / Managers, Chief Financial Officers, Commercial Directors / Managers, Corporate Financial Planning Directors / Managers, Business Process Managers / Analysts, Accounts Directors / Managers, Strategic Planning and Business Development Managers, Financial Advisors / Directors / Managers / Analysts / Controllers, Financial Planning Managers / Superintendents / Supervisors, Finance Directors / Managers, Heads of Planning, Financial Reporting Managers

Benefits Of Attending

1. Understand reporting requirements and identify reporting needs
2. Differentiate between global and local reporting
3. Understand why transparent reporting is becoming increasingly important

Cost: US\$ 4,495

Duration: 5 days – 8:30 to 15:30

Advanced Financial Modelling

Course Overview

A financial model is a quantitative representation of a company's actions and their consequences. Financial modelling is used to quantify and compare the impact of business decisions and alternative scenarios on the company's performance. With a step-by-step approach, this course will teach participants to translate quantitative problems into structured mathematical models. It will address a series of business situations and guide them in building robust models for each.

This course is a finance recipe collection and will prepare delegates to simulate business decisions by providing a list of ingredients and instructions to put those ingredients together. Emphasis is on preparing them to build variations suited to their specific needs rather than following a standard formula. The course covers models for a mix of operating, investing and financing decisions.

Programme Content

- Overview Of Financial Modelling
- Time Value Models
- Debt And Interest Rate Models
- Analysing Performance
- Working Capital Management
- Lease Versus Purchase Model
- Cost Of Capital Modelling
- Investment Analysis Models
- Other Modelling Issues

Who Should Attend?

This innovative course is specially designed for: Finance Managers and Controllers, Heads of Business Units, Corporate Analysts, Risk Analysts, Accountants, Budget Managers, etc.

Benefits Of Attending

1. Determine consequences of a company's actions through financial modelling
2. Translate a specific business problem into a financial model
3. Understand the underlying financial principles associated with specific financial models

Cost: US\$ 4,495

Duration: 5 days – 8:30 to 15:30



Certified Cash Flow Analyst

Course Overview

This course is designed to provide delegates with a thorough understanding of the cash flow accounting process. It will be highly interactive and delegates will receive expert advice and instruction, whilst allowing time for open discussion and various opportunities to share experience.

Programme Content

- Cash Flow Decision Information Systems
- Constructing Financial Statements
- Cash-Centric Financial Statement Analysis
- Corporate Radar And Early Warning Systems
- Developing Cash Budgets
- Cash Flow Derivation
- Understanding The Cost Of Cash
- Capital Budgeting
- Working Capital Management
- Cost Of Capital And Performance Based Valuation
- Managing Cash Finance
- Free Cash Flow Appraisal In Valuing A Company
- Managing Foreign Currency Cash Flow Risk

Who Should Attend?

This course is specifically designed for any senior staff responsible for cash flow in their organisation.

Benefits Of Attending

1. Exercise invaluable strategies to measure, analyse and optimise a company's financial wealth
2. Identify methods of calculating cash flow, assessing a company's profitability and planning for future investments and growth
3. Improve a company's well-being with the tools and knowledge to create and practice value-added cash reporting and statements

Cost: US\$ 4,495

Duration: 5 days – 8:30 to 15:30

Certified Compliance Officer

Course Overview

This course is a management programme designed to teach a practical understanding of regulatory compliance needs. The programme covers eight major subject areas and utilises a variety of training techniques. The key areas of the curriculum include understanding the regulatory environment, who is responsible for compliance, the role of corporate governance and ethics in compliance programmes, and the implementation of compliance programmes. The emphasis will be on practical and pragmatic approaches, rather than theoretical. The goal of this programme is to provide Compliance Officers and Managers with skills that can be immediately used upon return to the organisation.

Programme Content

- Introduction To Compliance
- The Regulatory Environment And The Role Of Regulators
- Compliance And The Role Of Corporate Governance
- Compliance And Business Ethics
- Developing A Corporate Compliance Programme
- Implementation Of Corporate Compliance
- The Corporate Compliance Function
- Issues In Compliance

Who Should Attend?

This course is specifically beneficial for those responsible for designing, developing, implementing and managing their organisation's compliance programmes.

Benefits Of Attending

1. Learn to appreciate the extent to which organisations and their public officers are exposed to the ever increasing regulatory environment
2. Understand how to identify the compliance issues that have the most significance for organisations
3. Discuss how to introduce a compliance management programme within an organisation

Cost: US\$ 4,495

Duration: 5 days – 8:30 to 15:30



Strategic
Intelligence Forum

Location
Dubai, UAE or Onsite

Category:
STRATEGY & FINANCE

Financial And Commercial Due Diligence

Course Overview

This course is structured specifically to provide delegates with a thorough understanding of both the crucial management and specific working practices of the due diligence process. They will discover how an integrated approach to investigations is essential if they are to be certain that critical areas, which could expose their company to massive financial risk, are not overlooked.

Programme Content

- Financial And Commercial Due Diligence
- The Transaction Process
- Financial Due Diligence
- Best Practice Topics To Enhance Due Diligence Success
- Presenting The Findings To The Board Of Directors
- Basic Valuation Techniques
- Driving For Post Deal Success
- What Can Corporate Acquirers Learn From Private Equity
- Benchmarking Merger & Acquisition Teams
- Practical Due Diligence Investigation

Who Should Attend?

This course is specifically designed for corporate executives from organisations with an interest in exploring corporate financial investments.

Benefits Of Attending

1. Identify which transactions require due diligence and overcome the most common due diligence pitfalls
2. Identify and verify worthwhile investment opportunities
3. Get a procedural, step-by-step approach to due diligence; outlining checklists, questionnaires and reports

Cost: US\$ 3,295

Duration: 3 days – 8:30 to 15:30

Financial Report Writing

Course Overview

This course is an advanced course designed to assist finance professionals acquire the skills they need to prepare and present financial information in a way that achieves results.

Programme Content

- The Demand For Financial Statement Information
- Managing Communications
- Financial Reporting – Approaches To Regulation
- The Accounting Cycle And Its Impact On Reporting
- Management Functions And Accounting
- Management Reporting Systems
- Report Writing And Measurement Of Performance
- Operational Budgeting
- Divisional Performance Measurement
- Predictive Analytics
- Environmental, Social And Cultural Issues In Report Writing Triple Bottom Line Accounting
- Cash Flow Reporting
- Extended Corporate Analysis Techniques
- Reviewing The Financial Report

Who Should Attend?

This course is designed for all finance professionals that need to convey financial information to third parties. Delegates should have a basic knowledge of report writing.

Benefits Of Attending

1. Understand the diversity of financial information users and their different information requirements
2. Comply with Generally Accepted Accounting Practice (GAAP) in preparing financial reports
3. Write reports for measuring performance in order to highlight the positives

Cost: US\$ 4,495

Duration: 5 days – 8:30 to 15:30



Risk Based Auditing Of Projects

Course Overview

The aim of this training course is to remove some of the mystique surrounding auditing of projects and to provide a systematic approach using conventional risk based auditing. The course will provide guidance on project management issues and concepts to help understand how value might be added from the audit process. Practical and authoritative guidance will be given on applying the risk based approach to the audit of any aspect of a project. Participants will be provided with specimen internal control evaluation schedules for each stage of the pre-contract and post-contract phases of a construction project.

Programme Content

- Why Projects Fail?
- Risk And Control Evaluation
- Pre-Contract Award Features
- The Project Environment
- Project Risks
- Post-Contract Award Phase
- Project And Contract Strategy
- Understanding Specifications
- Maintenance
- Applying A Risk Based Audit Approach
- Cost Estimation
- Practical Auditing Advice
- Development Of The Audit Strategy
- Investment Appraisal

Who Should Attend?

All audit staff who are involved in project review and assurance work will benefit from this course.

Benefits Of Attending

1. Overcome technical challenges posed by a project and decide what, when and how to audit projects
2. Receive valuable guidance and systematic approach to the auditing of a project
3. Learn to go beyond the mystique surrounding audit of projects and provide essential information to ensure value is added by the audit process

Cost: US\$ 5,495

Duration: 5 days – 8:30 to 15:30

Strategy And Finance

Course Overview

This course is a management programme designed to teach a practical understanding of regulatory compliance needs. The programme covers major subject areas and utilises a variety of training techniques. The key areas of the curriculum include understanding the regulatory environment, who is responsible for compliance, the role of corporate governance and ethics in compliance programmes and the implementation of compliance programmes. The emphasis will be on practical and pragmatic approaches, rather than theoretical. The goal of this programme is to provide Compliance Officers and Managers with skills that can be immediately used upon return to their organisation.

Programme Content

- Introduction To Compliance
- The Regulatory Environment And The Role Of Regulators
- Compliance And The Role Of Corporate Governance
- Compliance And Business Ethics
- Developing A Corporate Compliance Programme
- Implementation Of Corporate Compliance
- The Corporate Compliance Function
- Issues In Compliance

Who Should Attend?

This course is specifically beneficial for those responsible for designing, developing, implementing and managing their organisation's compliance programmes.

Benefits Of Attending

1. Learn to appreciate the extent to which organisations and their public officers are exposed to the ever increasing regulatory environment
2. Understand how to identify the compliance issues that have the most significance for organisations
3. Discuss how to introduce a compliance management programme within an organisation

Cost: US\$ 4,495

Duration: 5 days – 8:30 to 15:30



Treasury Products And Markets

Course Overview

This course provides a comprehensive overview of the major financial markets and products. It is designed to provide participants with a practical understanding of how the markets work and fit together, the jargon and terminology used, major product types, their risks and applications and the role of different market participants. This course will take them through all the major treasury products and markets including bonds, forwards, futures, swaps, options, as well as credit, commodity and equity derivatives.

Programme Content

- Introduction To Financial Markets
- Foreign Exchange Markets And Products
- Fixed Income And Interest Rate Markets
- Risk Management
- Futures
- Swaps
- Credit Derivatives
- Options
- Other Products And Markets
- Regulatory And Market Considerations

Who Should Attend?

This course is designed for people who have a specific front office focus and are seeking to improve their understanding of other products and markets as well as all professionals who would like to obtain a practical and integrated understanding of treasury products and markets.

Benefits Of Attending

1. Appreciate the dynamics and practical realities of the major financial markets
2. Be able to explain and discuss the major characteristics, risks and applications of the major treasury product classes
3. Understand and analyse how risks are quantified and managed by dealers and traders

Cost: US\$ 4,495

Duration: 5 days – 8:30 to 15:30

Structuring, Implementing And Managing Mergers & Acquisitions

Course Overview

Mergers and acquisitions (M&A) can be a very effective element of a company's strategy to pursue competitive advantage and create value. Strategic planning for M&A activities is most effectively accomplished by using a number of outside resources to provide management with the best advice. Therefore, it is extremely important to conduct a thorough investigation, select the right target industry, right market and, last but not least, the right acquisition criteria. This course incorporates all aspects of the M&A process, ensuring practical and useful guidance on the skills required to ensure a successful outcome. It includes a mix of theory and hands-on practice using case studies from Harvard Business School. Delegates are expected to prepare for the case studies outside the classroom and engage in the case discussion in the classroom throughout the programme.

Programme Content

- Motivations For Mergers And The Role Of Strategy
- M&A Valuation Using Cash Flow Methods
- Calculating Cost Of Capital For Acquisition Targets
- M&A Valuation Using Multiples
- Pricing Acquisitions
- Financing
- Leveraged Buyouts (LBO)
- Deal Design
- Negotiating The Deal
- Post-Merger Integration

Who Should Attend?

This course is specifically designed for executives and owners who are interested in exploring M&As as a tool to execute their company's growth strategy, as well as for their bankers and advisors

Benefits Of Attending

1. Understand the key drivers of an M&A decision
2. Learn to value and price acquisitions
3. Gain insight into how a deal is designed and negotiated

Cost: US\$ 3,895

Duration: 5 days – 8:30 to 14:30



Strategic
Intelligence Forum

Location
Dubai, UAE or Onsite

Category:
BUSINESS

Master Business Analyst

Course Overview

This course introduces leading strategies, concepts and techniques in vital business areas. Taught by a global leader in executive development and built on the Harvard Case Study model, this programme is not to be missed.

This executive development programme will help delegates take their place at the forefront of the regional management community.

Programme Content

- Strategic Finance For Non-Financial Executives
- Cost Control And Effective Financial Management
- Corporate Governance, Ethics And Organisational Strategy
- Customer Service And Multi-Channel Support
- Marketing Strategy And ROMI
- Leadership And Mentoring Skills

Who Should Attend?

This course is designed for senior executives with approximately 10 years experience. It will also be of benefit to business principals and key managers who need practical, up-to-date knowledge of strategy and techniques for ROI and growth, as well as managers of change and influencers of decision making at the highest level of their organisation.

Benefits Of Attending

1. Understand what impact corporate governance and ethics impact an organisation
2. Marketing strategy and Return On Marketing Investment (ROMI)
3. Develop leadership and mentoring skills

Cost: US\$ 3,895

Duration: 5 days – 8:30 to 15:30

Measuring And Monitoring Customer Satisfaction

Course Overview

This course features discussions, case studies, exercises to improve delegates' understanding of customer experience, measuring and monitoring customer expectations, designing effective questionnaires and other tools to help them stay ahead of their competition.

Programme Content

- Understanding Of The Customer Experience
- Establishing A Management Culture
- Using Customer Surveys To Monitor Customer Expectations
- Selecting The Most Appropriate Medium To Maximise Response Rate
- Measuring And Monitoring Customer Expectations
- Analysing, Interpreting And Reporting The Results Of Customer Surveys
- Developing Insights Into The Drivers Of Customer Satisfaction
- Who Needs To Monitor Performance Indicators And Why?
- Selecting Key Performance Measures
- Measuring And Monitoring The Potential Impact Of Employees On The Satisfaction Of Customers
- Measuring And Monitoring The Effect Of Improvements To Key Business Processes

Who Should Attend?

This course is a must attend for all professionals involved in customer service, marketing, sales, quality and client relations.

Benefits Of Attending

1. Improve understanding of the customer experience and use customer service to monitor customer expectations
2. Design an effective questionnaire and analyse and interpret the results of a survey
3. Use other approaches to understand the customer experience

Cost: US\$ 3,895

Duration: 5 days – 8:30 to 15:30



Strategic
Intelligence Forum

Location
Dubai, UAE or Onsite

Category:
BUSINESS

Professional Report And Proposal Writing

Course Overview

The credibility and professionalism of an organisation is often judged through the standard of written communication. Whilst accurate grammar, usage, punctuation and spelling are vital to avoid promoting a negative impression, the clarity and tone of the message are even more important.

Different readers have different needs and expectations, so the ability to adapt one's style and remain professional and concise is crucial. This course will help delegates structure all types of formal written documents and produce professional correspondence and adapt their writing style according to the reader and the nature of the communication.

Programme Content

- Highlighting Strengths And Weaknesses In Selected Documents
- Organising Content
- Building A Logical Structure
- What Makes Reports Easy To Read?
- Using Language To Your Advantage
- Advanced Techniques For Error-Free Writing
- Designing The Presentation Of Information For Maximum Effect

Who Should Attend?

This course is designed for all managers who would like to refine their writing skills and acquire a portfolio of critical techniques to enhance their professional communications in a variety of formats and business situations.

Benefits Of Attending

1. Plan reports and proposals and make the most of available time
2. Adopt thinking techniques to develop a persuasive argument
3. Structure a complex report from the bottom up to analyse and convince an audience

Cost: US\$ 2,695

Duration: 3 days – 8:30 to 15:30

Benchmarking For Business Success

Course Overview

This course is a unique proactive programme on benchmarking techniques and strategies to ensure successful operations within organisations. This interactive course is a mixture of interactive lectures, case studies, video interviews, discussions and team based exercises throughout, which will reinforce key points and establish a clear benchmarking strategy for attendees.

Programme Content

- Defining Benchmarking
- Benchmarking As A Strategic Tool
- Understanding The Types Of Benchmarking
- Thinking Of Benchmarking As A Process
- Approaches To Data Collection And Analysis
- Impact Of Creativity On Benchmarking
- Linking Benchmarking To Business
- The Critical Success Factors For Successful Benchmarking
- Following Up The Benchmarking Project
- Developing A Benchmark Project Plan

Who Should Attend?

This course is designed for business analysts and managers who want to compare and improve their performance and to validate the strategic direction of the business using benchmarking of 'best' practice organisations as well as executive and government officials responsible for areas such as strategic planning, quality improvement, operational efficiency, performance management, organisational development, process excellence and performance measurement.

Benefits Of Attending

1. Understand the concept of benchmarking and its benefits
2. Discuss methodologies for identifying high-priority opportunities for improvement
3. Learn what business information is needed and how to get others to share it

Cost: US\$ 3,895

Duration: 5 days – 8:30 to 15:30



Strategic
Intelligence Forum

Location
Dubai, UAE or Onsite

Category:
BUSINESS

Enterprise Performance Management

Course Overview

This course will cover the traditional methods such as planning and budgeting and the more current management disciplines and approaches to performance measurement in use today. The course includes extensive exercises that can be used as performance improvement templates in organisations. Several software tools used for performance management including the balanced scorecard tool will be introduced. Participants will be able to apply what they have learnt into actionable practices immediately, improving business performance.

Programme Content

- Measuring Performance
- Performance Indicators
- Strategy And Performance
- Strategic Benchmarking
- Strategic Objectives And Measures
- Scorecards – The Balanced Scorecard
- Leveraging The Scorecard Idea
- Operational Performance
- Benchmarking For Operational Performance
- Transformation Performance
- Systems For Reporting
- Choosing A Performance Tool
- Trends In Performance Management

Who Should Attend?

This course is intended for executives who want to put the techniques of enterprise performance management into effective use in their organisation.

Benefits Of Attending

1. Improve productivity and quality, reduce costs and drive continuous improvement
2. Develop a resilient measurement and benchmarking programme
3. Define Key Performance Indicators (KPIs) that support the organisation in the short and long-term

Cost: US\$ 3,895

Duration: 5 days – 8:30 to 15:30

Financial Analysis For Business Planning

Course Overview

This programme will provide delegates with the skills and insights to developing high performance leadership, strategy and organisation. It will expand and capitalise on the learned skills for them to operate more effectively in their management teams. They will learn the importance of focusing on the main issues, flexibility, empathy, encouragement and a well balanced approach.

Programme Content

- Develop A Positive Mind Set And Emotional Strength To Win
- What Formulates Behaviour
- Business Planning For High Performance Organisations
- Setting Challenges And Realistic Targets
- Focus On Inspirational Leadership And Evolution
- Strategy Planning And Implementation Analytical And Creative Thinking
- Leading And Managing People And Human Resources
- Leading Innovation: Leadership Beyond Command And Control
- Organisation Performance Improvement
- Focus On Impact For Organisational Success
- Leadership Project Workshop
- Commercial Thinking, Problem Solving And Decision Making
- Action Planning And Personal Development

Who Should Attend?

This course is essential for all senior executives who recognise the significance of high performance leadership in their organisation.

Benefits Of Attending

1. Understand what makes a great leader and enhance leadership skills
2. Improve profitability through successful business planning
3. Optimise business strategy to achieve high performance in an organisation

Cost: US\$ 3,895

Duration: 5 days – 8:30 to 15:30



Strategic
Intelligence Forum

Location
Dubai, UAE or Onsite

Category:
INDUSTRIAL

Effective Project Management For Maintenance

Course Overview

By applying best practice project management techniques to the maintenance environment, it is possible to achieve the key goals of 'on time', 'on budget' and 'on quality'. At this course, delegates will learn the basic building blocks that must be in place for any maintenance project to succeed and be able to set a solid foundation in place.

Programme Content

- Managing Project Scope
- Managing Changes In Scope
- Tracking And Resolving Issues
- Time, Cost And Quality
- Project Time Management
- Cost Control
- The Human Dimension
- People Management
- Communications
- Keeping Track
- The Pitfalls Of Inadequate Reporting

Who Should Attend?

This beneficial course is designed for Maintenance Managers and Directors who need to plan and execute projects in their organisation. It will also benefit the operations department.

Benefits Of Attending

1. Experience valuable project management techniques which can be adopted for use in any organisation
2. Understand the importance of the human element and techniques to turn this into a positive force
3. Practice key project control techniques that are essential for on-time, on-budget and on-quality project completion

Cost: US\$ 2,695

Duration: 3 days – 8:30 to 15:30

Writing Effective Maintenance Procedures

Course Overview

Effective maintenance procedures are critical for the efficient maintenance of equipment and facilities. By attending this course, delegates will discover how to write, maintain and update maintenance procedures to ensure the best result for their organisation.

Programme Content

- The Basics Of Maintenance Procedures
- Establishing Standard Formats And Data
- Safety And Environmental
- Extensions And Add-Ons

Who Should Attend?

This course is designed for maintenance managers and engineers who need to write, maintain and update maintenance procedures. Professionals working in operations departments will also benefit from this course.

Benefits Of Attending

1. Understand the key components of a high quality maintenance procedure
2. Realise the dangers and issues arising from poorly prepared procedures
3. Understand the need for and process of regular review and update of procedures

Cost: US\$ 2,695

Duration: 3 days – 8:30 to 15:30



Procurement Mini MBA

Course Overview

Learn the strategy and tactics behind procurement decisions, build lasting relationships with suppliers and vendors and become an expert negotiator, deliver timely and accurate finance reports, utilize new procurement technologies for a competitive-edge and finally ensure the longevity of your business, and contribute to the betterment of the environment.

Programme Content

The training will be facilitated through a mixture of tutor lead discussions and syndicate work, particular reference to the case study provided in advance. Post-training delegates will receive a handbook highlighting the key models, tools and techniques referred to during the sessions

- Strategic Procurement
- Collaboration & Negotiation
- Financing & Reporting
- Leveraging Technology

Who Should Attend?

Strategic Procurement Manager, Senior Category Manager, Supply Chain Manager, Head of Logistics and Operations Manager, Senior Buyer, Chief Buyer, Category Manager, Contract Manager, Contract Officer, Logistics Manager and Supply Chain Executives This course is perfect for those who want a comprehensive understanding of the procurement function, in a short amount of time!

Benefits Of Attending

1. Strategic Procurement: The Tactics Taken to Meet Targets
2. Collaboration & Negotiation: Nurturing Relationships and Creating win-wins

Cost: US\$ 4,695

Duration: 5 days – 8:30 to 15:30

Tenders Process Management

Course Overview

The vast majority of organisations tender out some aspect of their work, be it maintenance, logistics, production services, IT, business processes or corporate services.

Choosing which providers your organisation will depend upon for many years is a critical activity. Vigilant selection delivers the best match. That is if your organisation truly knows itself and what it wants. The offers received reflect the quality and clarity of information you provide. In other words, 'garbage in – garbage out.'

The training is presented a globally recognised expert in tendering and contracting. She has taken the practical experiences of over 140 organisations, and two decades of practice, to develop this course that will enable you to:

- pick the right supplier(s),
- for the right reasons, and
- get the right deal

Key Learning Objectives

- Take a strategic approach to tendering
- Build and manage your bargaining power to solicit better bids
- Implement the optimal team
- Plan the tender stages from ROI to BAFO and everything in between
- Prepare an effective request (RFx) and facilitate the best responses
- Devise the right evaluation criteria
- Conduct the evaluation in the most efficient and effective manner
- Understand the due diligence options to ensure the deal will work
- Effectively debrief the unsuccessful bidders

Who Should Attend?

This practical, intermediate tender preparation and evaluation course is designed for professionals who are responsible for tendering specification, process or evaluation, procurement, contracts, purchasing and supply, service level agreements and strategic alliances/partnerships/joint ventures

Cost: US\$ 3,695

Duration: 3 days – 8:30 to 15:30



Strategic
Intelligence Forum

Location
Dubai, UAE or Onsite

Category:
PUBLIC-PRIVATE
PARTNERSHIPS

Mastering PPP project analysis, financing, contracts & transaction management techniques

Course Overview

We require new facilities. The list is long and continues to increase and includes infrastructure, roads, airports, schools, hospitals, and housing. However, extremely constrained budgets, deficits, and economic uncertainty brought on by variable commodity prices keep governments at all levels from implementing the kinds of structural transformation that have always been required. Some nations have created effective PPP programs in response.

Merely comprehending the principles of Public-Private Partnerships (PPP) falls short of our immense need to assume a stake in the nation's future. We need to learn the how.

Programme Content

- PPP policies, strategies, laws & units for implementing successful PPP transactions
- Identifying & selecting appropriate projects for PPPs
- Models for analyzing PPP projects
- Managing & completing PPP feasibility studies
- Financing techniques for PPP to ensure long-term PPP bankability and affordability
- Managing and overseeing PPP procurements & achieving transaction closure
- PPP stakeholder management & sustainability
- Managing long-term PPP contracts for ensuring service delivery, price regulation & dispute resolution

Who Should Attend?

Government officials, PPP units, Investment professionals, Project Finance, Strategic Planning, Procurement & Legal

Benefits Of Attending

- Use best practices from international case studies of successful PPP transactions and common practical pitfalls to avoid
- Understand project financing requirements and evaluate PPP financial models for both affordability and bankability

Cost: US\$ 4,695

Duration: 5 days – 8:30 to 15:30

Project Finance & Project Financial Modelling

Course Overview

Today's project finance (PF) transactions require a higher level of expertise not only in programming more sophisticated and flexible financial models, but also in incorporating the latest risk mitigation and credit enhancement instruments. While higher standards of Environmental, Social, and Governance (ESG) impact management are being demanded of all major capital projects worldwide, more options and models for ESG mitigation, insurance, guarantee products, and financing instruments are now available.

This course covers both the latest PF strategies, risk mitigation instruments, as well as financial modelling best practices.

Programme Content

The objective of this course is to provide participants with an enhanced understanding of the practical & documentation requirements of all interested parties to today's PF transaction. This programme provides you with proven PF analytical strategies and transaction structuring techniques which will enable you to quantitatively assess risks, resolve constraints, and reach project financial closure.

This programme is also designed to enhance the check lists and benchmark metrics by which you can reduce losses and which will be viewed favourably by both management and the regulatory community.

Who Should Attend?

Finance, Business Development, Project Development Project Finance, Commercial, Investment, Planning & Strategy

Benefits Of Attending

- Best practices for resolving practical PF challenges in specific infrastructure and industrial sectors
- Practical standards for designing & programming financial models for PF transactions, data assumptions, financial statements, international accounting standards, and bankability metrics

Cost: US\$ 4,695

Duration: 5 days – 8:30 to 15:30



Strategic
Intelligence Forum

Location
Dubai, UAE or Onsite

Category:
ENERGY

Natural Resource Governance and Energy Transition: Policies and Practice

Course Overview

Natural resource extraction can create both opportunities and challenges to sustainable development and poverty reduction. This course provides insights into the political economy of governance in resource-rich states and explores options for policy and practice. Participants learn approaches to analyze energy transition challenges and hands-on tools in the areas of taxation, revenue management and local value creation.

These skills are paramount to leaders in natural resource governance who need to translate transition challenges into opportunities in their specific country contexts and understand the impact of politics and power on policy outcomes.

Programme Content

- Energy transition related challenges for extractive sectors
- Political economy of natural resource extraction
- Fiscal regimes, taxation, revenue management
- Environmental impacts of extraction
- Community engagement and local value creation
- Governance of state-owned companies

Who Should Attend?

"Policies and Practice" equips practitioners and policymakers with knowledge and hands-on tools to navigate the energy transition and improve extractive industries governance and oversight for a better and more just future.

Benefits Of Attending

The course aims to empower individuals with essential knowledge and tools for effective governance and oversight of natural resources, especially amid the complexities of the energy transition.

Cost: US\$ 4,695

Duration: 4 days – 8:30 to 15:30

Carbon Trading Current Schemes and Future Developments

Course Overview

Understand the Dynamics of Carbon Trading and its Impact on Energy Industries

As the World seeks to enhance global greenhouse gas (GHG) mitigation efforts, countries are exploring innovative approaches to scale-up emissions reductions and foster private sector investment in mitigation technologies.

Economic instruments, such as emissions trading schemes and carbon taxes, can help achieve domestic emission reduction goals and targets cost-effectively. Climate change is now established as a significant problem for governments and the international community to address. This training course's primary objective is devoted to carbon markets – market-based solutions designed to address the problem.

Programme Content

- Learn new tools for Environmental Management in all industries and businesses
- Examine the prospects of carbon trading
- Understand the Emission Trading in the different parts of the World
- To focus on the future trends in carbon trading
- A new tool for Environmental Management
- Understand the Voluntary Offsetting Market

DAY ONE: CLIMATE CHANGE

DAY TWO: EMISSIONS TRADING - A NEW TOOL FOR ENVIRONMENTAL MANAGEMENT

DAY THREE: THE KYOTO PROTOCOL

DAY FOUR: THE GLOBAL CARBON-TRADING MARKETS

DAY FIVE: CARBON TRADING - CURRENT SCHEMES AND FUTURE DEVELOPMENTS

Who Should Attend?

Government regulators, Auditors, Tax & Finance Advisors, Compliance officers, Equity and Financial Analysts, Joint Venture Officers, Corporate Planner Engineers, Geologist and Oil & Gas Industry professionals, Investment Analysts, Oil & Gas Directors of Energy Industry

Cost: US\$ 5,695

Duration: 4 days – 8:30 to 15:30



Strategic
Intelligence Forum

Location
Dubai, UAE or Onsite

Category:
MINING & MINERALS

Managing Mining, Oil and Gas for National Development

Course Overview

This intensive five-day course provides the training and insight required for policy leaders in the public and private sector to work towards better management and governance of mining, oil and gas for a better future.

The course builds a better understanding of the interests of the public and private sectors and facilitates dialogue and mutual appreciation of respective positions between these different groups.

Globally recognised experts and academics have developed the Managing Mining, Oil and Gas for National Development programme to encourage public and private sector leaders from multiple countries to share their own experiences, while gaining insights and specialist knowledge about natural resource management.

The course looks at both technical policy aspects of managing resource and the complex interplay between governments, companies and citizens.

Programme Content

- Resource-wealth during the low carbon transition
- Licensing and discovering minerals
- Taxing companies and combating tax abuses
- Directing state-owned enterprises
- Protecting local societies and the environment
- Managing revenues and investment
- Extractives-led industrial development
- Communicating with citizens
- Implementing your strategy and ensuring accountability

Who Should Attend?

- Ministers, chiefs of staff, commissioners, executives of state-owned companies engaged in the extraction industry, heads of departments and agencies, and heads of other public entities managing earnings from mining, oil, and gas
- Chief executives, directors, and senior fellows with nonpartisan organizations and think tanks, as well as seasoned experts covering topics pertaining to natural resources
- Directors, CEOs, executives, and heads of mining, oil, and gas firms
- Executives from management consulting firms that advise governments in resource-rich nations on public financial management or the creation and execution of policies for the extractive industries
- Heads of departments, deputy managing directors, and vice presidents of international organizations
- Vice-presidents, deputy managing directors, and head of departments at multilateral agencies

This includes tuition over five days from world-class experts and academics, six nights' accommodation, and most meals.

The course fees includes airport transfers overseas. Fees excludes visa fees and other incidentals.

Cost: US\$ 7,695

Duration: 5 days – 8:30 to 15:30



Strategic
Intelligence Forum

Customised Training Solutions

For a more consultative, flexible partner for your learning team, get in touch today to discover how we can tailor the perfect training.

Projects & Finance (Energy)

Training Lineup



5
DAYS

\$4,690

Monitoring and evaluation of development projects and programs

Resource Mobilization Techniques and Tools for Financing Development Projects and Programs

Audit and control of development projects and programs

4
DAYS

\$4,190

Project planning and project management processes

Preparation and formulation of development projects: from strategy development to the loan negotiation process

Accounting and financial management of projects preparation of financial statements

4
DAYS

\$3,990

Renewable & Green Energy Project Finance

The Essentials of Performance Measurement & Attribution

Sustainable Investing and ESG

3
DAYS

\$3,290

Mastering Project Finance Documentation

ESG Finance & Investment

Finance for Non-Finance Managers

2
DAYS

\$2,990

Project Finance Mastery

Mergers & Acquisitions: First 100 days

Corporate Debt Restructuring and Turnaround



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Intelligence Forum

Customised Training Solutions

For a more consultative, flexible partner for your learning team, get in touch today to discover how we can tailor the perfect training.

Mining & Minerals Related

Training Lineup



5
DAYS

\$4,690

Cost Estimation Courses for Mining Professional

Mining Accounting & Metallurgy

Integrated Mine Closure Courses | Mine Planning & rehabilitation

4
DAYS

\$4,190

Study Processes for Resource Projects

Business Optimisation, Performance and Improvement

Strategy & Governance: Mineral Resource Governance

4
DAYS

\$3,990

Operationalising ESG

Mineral Processing Masterclass

Sustainable Investing and ESG

3
DAYS

\$3,290

Gender and Mining Governance

Executive Course on Oil, Gas and Mining Governance in Emerging Markets

Managing Vendor Qualification, Performance & Contract Compliance

2
DAYS

\$2,990

Managing Mining, Oil and Gas for National Development

Strengthening Africa's Critical Mineral Value Chains

ESG Opportunities in Extractive Industries



Strategic
Intelligence **Forum**

We have been assessed by TUV Rheinland Middle East FZE and comply with Quality Management System standards – ISO 9001:2015 and ISO 29993:2017, ensuring a commitment to quality and excellence in our operations and services.

FAQs

1.

REGISTRATION, FEES & PAYMENT: WHAT'S INCLUDED?

- Tuition fee for duration of training course
- Provision of a world-class subject matter expert to deliver this training
- Airport transfers (inbound and outbound).
- Meeting at a hotel venue corresponding to your chosen session
- Breakfast, mid-morning snack, full buffet lunch, mid-afternoon snack
- Digital and printed course materials (e-Tablet)
- Course completion certificates
- Designing and administration of Pre-& Post Course Assessments
- Preparation of participant's Performance and Appraisal Report, if required
- Issuance of Letter of Invitation for delegates needed for visa processing

2.

HOW CAN I PAY FOR THE TRAINING COURSE?

We offer two convenient payment options:

- **Bank Transfer** – You can make payment via bank transfer. Once your registration is confirmed, you will receive an invoice with the banking details for the transfer. We would require you to supply a swift copy for us to confirm receipt of funds.
- **Payment Link** – Alternatively, we provide a secure payment link that you can use to complete your payment after your registration has been confirmed.

3.

DO YOU OFFER CORPORATE RATES & DISCOUNTS?

- Certainly, we do provide corporate rates tailored for organizations seeking to enrol multiple employees in our training programs. To facilitate this, we encourage you to make a formal request via email addressed to contact@sif-global.com. We'll be delighted to discuss and offer a suitable arrangement for your corporate needs.



Strategic
Intelligence **Forum**

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FAQs

4.

HOW CAN I REGISTER FOR A COURSE?

There are two convenient options to register for a training course:

- **Online Registration Form** – Register for your desired training course by completing the online registration form available on our website. Simply click on the registration button or select your preferred dates and provide the requested information.
- **Email Registration** – You can email us your intention to register at contact@sif-global.com. Our team will guide you through the registration process and provide assistance you may need.

5.

DO YOU OFFER TRAVEL, HOTEL AND ACTIVITY ITINERARIES

Yes, the following are included in the training fees

- Airport Transfers
- Networking/Corporate team building activity

Hotel accommodation is not included in training fees, however our travel team can assist you with the booking of 4 or 5-star hotel accommodation at preferential rates. We work with various hotels across the UAE.

6.

WHICH INDUSTRIES DO WE SERVE?

Our training courses span across diverse industries, encompassing sectors such as but not limited to:

- Power & Utilities
- Oil & Gas
- Financial Institutions
- Government and Regulatory bodies
- Manufacturing & Production Industry

Our commitment lies in continuously refining and expanding our training course offerings to align with evolving industry landscapes. We encourage individuals to explore our website or engage with our dedicated support team for the latest information on available courses, ensuring access to the most pertinent and current educational resources.



Strategic
Intelligence **Forum**

CONTACT/VISIT US.

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