

PROJECT FINANCIAL MANAGEMENT – 2 “Project Analysis”

ER-PFP2
ILT and VCT
1 day (8 hours) or 2*4 hours
8 PDUs

The workshop is continuously being updated
to stay aligned with Ericsson's processes and tools

Learn more about Project Financials!

The customer projects influence heavily on Ericsson's overall financial situation, results and KPIs.

In this workshop the focus is to understand even more how to analyze projects from a financial point of view. We will for example see which KPIs are affected by the projects plans, decisions and agreements made with the customer. You will also get to better understand how your decisions impact the overall Ericsson financials.

The workshop is customized to Ericsson

AFTER THE WORKSHOP YOU WILL:

- ❖ Have a profound understanding of the project financial key performance indicators (KPIs).
- ❖ Better know how to analyze the status of a project from a financial point of view.
- ❖ Better know how your project plans and decisions impact the project financials, and also the overall Ericsson financial statements.
- ❖ Have new ideas on how to improve your project financials and KPIs.
- ❖ Have developed your financial acumen

TARGET GROUP

- ❖ Customer Project Managers (CPMs)
- ❖ Implementation Managers
- ❖ Program Directors
- ❖ Project Financial Managers (PFMs)
- ❖ Core 3 members (CFR, ACR, CSR)
- ❖ Steering Group Members

TRAINING METHOD

- ❖ A training method based on “learning by doing”, meaning optimizing your learning by combining the trainer's input with your own experience and active participation.
- ❖ This is a workshop which means that we will also discuss real project situations and interchange good ideas and best practices among the participants.
- ❖ *Optional: Final test after course completion*

SUBJECTS

- ❖ A brief refresh on customer project financial management.
- ❖ Project Analysis
- ❖ The project KPIs (Key Performance Indicators (*)) and how they impact Ericsson's three financial statements (income, balance and cash flow).
- ❖ The Project Status Reports and dashboards (CPL, etc from SAP/one and Global Chronos)
- ❖ Decisions that impact the project financials
- ❖ Simulations and analysis on an Ericsson specific case study – Considering different situations in projects and how your decisions will impact the financials and the KPIs.
- ❖ Debates and conclusions, on how to better manage the projects and make decisions to improve the financial results.
- ❖ Summary – Show you know

(*). Examples of KPIs are: Net Sales, Actual Cost, Cost of Sales, WIP, RUC, Deferred revenue, Unbilled sales, Project Working capital, Net Cash, Cash collected etc.

PREREQUISITES

- ❖ We recommend that you have done the course Project Financial Management (or similar) prior to this workshop.