
Program Details

Today’s technical executive must be able to use finance to persuade corporate financial officers to fund projects, and use financial tools to address senior management’s concerns about risk. Applying basic principles of finance and accounting to day-to-day and longer-term management activities will transform a technical manager’s ability to achieve their goals.

Takeaways

This interactive, hands-on program will enable participants to:

• Understand how funding decisions are made and how they can influence those decisions by applying financial principles to project evaluation and resource allocation
• Learn how to assess projects for their potential economic value
• Conduct discounted cash flow (DCF) valuations

Program Experience

Using a mix of lectures, exercises, cases, spreadsheet modeling, and classroom interaction, you’ll learn to illuminate choices and make more sound decisions when faced with important longer-range issues. Although the program includes conceptual material, no advanced quantitative skills are required.

“Excellent for non-finance executives—just the right amount of detail.”

—Bernard Dowd
Managing Director
PricewaterhouseCoopers

Participants

This program is designed for executives who manage project teams and departments, and technical professionals involved with R&D, product and software design, engineering, and other scientific and technical work. No advanced quantitative skills are required, but participants should bring calculators.

Past participants have included key members of technical management, such as:

• CIOs
• Chief technologists
• Head scientists
• R&D and product development directors
• Engineering and manufacturing vice presidents
• Corporate strategists
• Project managers
• Systems information managers

“...the class was going to reveal new things even for the ‘veterans’ in finance. This class is a must, despite your knowledge of accounting or finance.”

—Joe Velarde
Director of Finance
Europe and The Americas
OrbusNeich Medical, Inc.

November 17–18, 2015
June 23–24, 2016
Cambridge, Massachusetts, U.S.

$3,300 (excluding accommodations)
Please visit our website for the most current information.
Sample Program Schedule
(subject to change)

Day 1
7:45 AM–8:30 AM: Registration and Continental Breakfast
8:30 AM–12:30 PM: Basic Concepts of Finance, Case Study of Wilson Lumber and In-Class Group Work
12:30 PM–1:30 PM: Luncheon
1:30 PM–5:30 PM: Introduction to Project Evaluation, Investment Evaluation Exercise
5:30 PM–6:30 PM: Reception

Day 2
7:45 AM–8:30 AM: Continental Breakfast
8:30 AM–12:30 PM: More on Project Evaluation
12:30 PM–1:30 PM: Luncheon
1:30 PM–4:30 PM: Project Evaluation, Case Study and In-Class Group Work

Program Faculty
Paul Mende is a Lecturer in the Finance Group at the MIT Sloan School of Management. Mende co-founded, co-owned, and served as director of research from 2002 to 2010 for Fort Hill Capital Management, LLC, a hedge fund specializing in equity derivatives and dedicated to quantitative research, trading, and risk management. Mende previously held positions as director of the Money Management & Trading Group at Cambridge Technology Partners, Inc., and as an analyst in the Quantitative Strategies Group at MDT Advisers, Inc. He also held positions as an assistant professor of physics at Brown University and as a research associate at the Center for Theoretical Physics and the Department of Mathematics at MIT. He holds an AB in physics from Harvard University and a PhD in physics from Princeton University.

“A great program, just the right mix of conceptual lectures and practical cases. I learned a lot and most important, I’ll be able to use it in real life.”
—Mauro Cicognini
Offer Manager
BT Italia S.p.A.
Read this review and others online.

“This was an excellent investment! As an Account Executive, I often work within complex sales cycles that involve a lot of financial scrutiny. The course gave me a perspective from the other side of the table. I now have a better understanding of common challenges as well as the language spoken by the financial teams.”
—Bradley M.
Past Participant
Read this review and others online.

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