


4 - 8 JULY 2011, Vienna


Organized jointly by the Gulf Organization for Industrial Consulting (GOIC)
and
the United Nations Industrial Development Organization (UNIDO).



Day One: Monday 4th July 2011

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|-------|-------|--|
| 9:00 | 10:30 | Workshop Opening Introduction to Project Appraisal micro/macro-economic context |
| 11:00 | 12:30 | Project Development Cycle pre-investment studies |
| 12:30 | 13:30 |  Lunch Break |
| 13:30 | 15:00 | Market & Technical Appraisal key issues |
| 15:15 | 16:45 | Summary of the day / individual work / evaluation test 1 |

Day Two: Tuesday 5th July 2011

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|-------|-------|--|
| 9:00 | 10:30 | UNIDO Company Project Profile status of existing enterprise, formulation of investment project, sponsors' and investors' point of view |
| 11:00 | 12:30 | Financial analysis structure and key questions, financial accounting |
| 12:30 | 13:30 |  Lunch Break |
| 13:30 | 15:00 | Projected financial statements cash flow, profit and loss, balance sheets |
| 15:15 | 16:45 | Summary of the day / individual work / evaluation test 2 |

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Course Program


Day Three: Wednesday 6th July 2011

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|-------|-------|--|
| 9:00 | 10:30 | <i>Projected financial statements</i> investment and production costs, working capital, types of depreciation, project financing |
| 11:00 | 12:30 | <i>Financial appraisal and valuation</i> Time value of money, static versus dynamic measures |
| 12:30 | 13:30 |  Lunch Break |
| 13:30 | 15:00 | <i>Financial appraisal and valuation</i> discounted cash flow and indicators NPV, IRR, MIRR part 1 |
| 15:15 | 16:45 | Summary of the day / individual work / evaluation test 3 |

Day Four: Thursday 7th July 2011

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| 9:00 | 10:30 | <i>Financial appraisal and valuation</i> discounted cash flow and indicators NPV, IRR, MIRR part 2 |
| 11:00 | 12:30 | <i>Risk and sensitivity analysis</i> break –even analysis, sensitivity of results, risk evaluation |
| 12:30 | 13:30 |  Lunch Break |
| 13:30 | 15:00 | <i>Risk and sensitivity analysis</i> investor opportunity cost, inflation, exchange rates |
| 15:15 | 16:45 | Summary of the day / individual work / evaluation test 4 |

Day Five: Friday 8th July 2011

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|-------|-------|---|
| 9:00 | 10:30 | <i>Financial versus economic analysis</i> micro and macro-economic criteria, economic value added |
| 11:00 | 12:30 | <i>Financial versus economic analysis</i> overview of various methods and parameters of economic-cost benefit analysis /evaluation test 5 |
| 12:30 | 13:30 |  Lunch Break |
| 13:30 | 15:00 | <i>Evaluation reports and project presentation</i> <i>Workshop Closing</i> |