

# up a notch™

## Classroom introduction to overseas manufacturing company management



### Training overview

Managing a manufacturing company in Buenos Aires is a whole lot different than managing a manufacturing company in the United States ...even if the two places make exactly the same product line. The production process may be identical, but there are a broad range of business process and financial issues that eventually educate USA-based executives how complicated it is to generate outstanding results overseas.

Unbeaten Path provides a single day of “eye opening” education intended to accelerate the learning process for enterprises that are about to embark on an overseas expansion or acquisition. This classroom training is delivered by Milt Habeck, President & Founder of Unbeaten Path International. Milt’s **professional profile** is packed with three decades of international management and consulting experience.

### Course outline

The material fits into approximately a single day of classroom work. Depending on the circumstances for a particular enterprise and the specific overseas environment, elements of the course outline can be made more or less prominent.

#### Recording transactions in a multi-currency environment

- ◇ Accounts payable - German supplier example
- ◇ Accounts receivable - Japanese customer example
- ◇ Cross rates example - German supplier to Japanese purchaser

#### The arcane art of currency translation

- ◇ Definition of basic terms
- ◇ FASB-52
- ◇ FASB-8 for high inflation environments

#### International Finance, Ph.D.

- ◇ The art of managing with the balance sheet
- ◇ Glossary of advanced terms and concepts
- ◇ Exchange rate fluctuations and measurements
- ◇ Coping with hyperinflation and currency devaluation threats
- ◇ VAT accounting
- ◇ The complexity of taxes

## Course outline, *continued* ...



### **Miscellaneous financial management issues & opportunities**

- ◇ Monthly pacings for budgets
- ◇ Restatements for budgeted cash flow (*and translation effects for FASB-8*)
- ◇ Maximum loan balance constraints
- ◇ Surplus cash investment guidelines
- ◇ Precision management: the bell-curve principle
- ◇ Financial statement integrity
- ◇ Transfer pricing considerations
- ◇ Reconciliation of intercompany payables
- ◇ The "B" card for non-reportable expenses
- ◇ Access to business/tax/regulatory developments in overseas environments
- ◇ Selection of independent auditors and full/limited audit requirements
- ◇ FSE issues: estimating total cost and future tax equalization accruals
- ◇ Physical volume measurement

### **The ROI of a well-written job description**

- ◇ Enterprise financial manager and key staff
- ◇ International controller

### **Due Diligence**

- ◇ Business proposition check list
- ◇ Preparation of comprehensive net present value analysis (including international capital transfer effects)

### **Earning a competitive advantage with MRP II**

- ◇ Definitions
- ◇ Total company involvement
- ◇ Goals of the formal system
- ◇ ABCD checklist

### **Optimizing the enterprise one less at a time**

- ◇ Addressing opportunities with JIT
- ◇ The cash flow pipeline model
- ◇ Steps to reduce set-up time

## Course outline, *continued* ...



### Earning an ROI from information systems

- ◇ Eleven-stage system implementation plan
- ◇ Typical system assessment findings and implications
- ◇ The overlooked value of data integrity and single-point-of-truth
- ◇ Software change and configuration management

### How to effectively manage geographically dispersed teams

- ◇ Key issues
- ◇ Suggested strategies

## Questions ?

It would be a privilege to answer any questions about our “**up a notch**” international training services. Here’s Unbeaten Path International’s contact information:

**Toll free North America: (888) 874-8008**

**International: (+USA) 262-681-3151**

**Send us an e-mail ( click [here](#) )**

## Unbeaten Path can help your enterprise improve overseas operating results

Consider clicking on the links below to learn how Unbeaten Path’s internationally-savvy advice can move your overseas entity to stronger operational performance.

- ◇ **No Stone Unturned** operational assessments deliver valuable strategic insights and a prioritized plan to start generating better cash flow and higher profits.
- ◇ **up a notch** professional services will help your company measure financial performance with greater precision.

These international services are provided by Milt Habeck. Please review these testimonials from **Mexico** and **Chile** about the quality of his contributions.

**Unbeaten Path**<sup>®</sup>