

Success Story

Training

Preparation of training material and conducting training programme

Storyline...

The client is a fund management company. The main function of the client is to finance infrastructure projects after appraising the projects based on the project reports submitted. This requires a clear accounting, finance, and legal knowledge. The client planned to conduct training programme to its staff.

MaGC was appointed as a consultant to prepare training materials and conduct training programme.

Once upon a time...

Tamil Nadu Infrastructure Fund Management Corporation (TNIFMC) Ltd. is managing Tamil Nadu Infrastructure Fund (TNIF) to support infrastructure development in the state of Tamil Nadu. Tamil Nadu Infrastructure Fund (TNIF) aims to bring transformational power of non-Governmental fund-based investment into Infrastructure, thus improving the possibility of project conception and execution. This infrastructure fund is managed by TNIFMC. It plans to raise an alternate investment fund of around \$1 billion to support infrastructure development in the state.

Moving on...

MaGC team hold discussions with the officials and staff of the TNIFMC to understand their requirement. It was followed by preparing a note of the topics and contents for each topic. This assignment was made very flexible to the extent it was resulted in modification of some topics and introduction of new topics during the period of training programme.

It was started with preparing the training materials on various topics related to project appraisal and financial projection. The training materials were prepared in a simple language in such a way that a non-professional person could understand the concepts discussed in the materials with ease.

The training programme was tailored to include specific aspects that TNIFMC looks at in its appraisal. Topics covered were: Introduction to financial statements, recording the financial transactions, preparing the journal, ledger, trial balance, financial statements, and financial projections, basics of financial management, appraising the project, financial analysis (focusing on the project appraisal) like ratio analysis, trend analysis, common-sized analysis, sensitivity analysis, and industry benchmarking, credit rating concepts, regulatory framework and financial databases.

The preparation of training material was followed by preparing PPT and assessment questions. PPTs were prepared to deliver the training programme and assessment questions were prepared to assess their understanding the concepts.

Finally...

The content developed by MaGC was self-explanatory and used simple language. Care was taken to ensure that they were understandable even by employees who were not professionally qualified. The feedback shared by the client showed that the level of understanding of their staff improved significantly and they were highly satisfied.

