

Certificate in Tax and Revenue Management



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Transforming
Business *for Good*



Course content

Why Attend

It is evident that understanding taxes and their structures are instrumental for the survival of a company. However, the devil is in the details which makes Tax and Revenue Management hard to learn. Luckily, business managers and investors do not need to know the details.

This Certificate in Tax and Revenue Management training course is designed to help business managers and professionals to understand the fundamental principles of taxation and how to apply them when making decisions. It also shows professional advisors how to become more effective consultants, and investors how to better analyze financial statements.

This training course will feature:

- The general framework of Taxation (Tax and Revenue Management)
- Importance and real case studies of how Tax and Revenue Management impacts strategic decision making?
- The process of Tax Planning
- Risk Management, Raising Capital, and Tax and Revenue Management
- Challenges and new trends of Tax and Revenue Management

What are the Goals?

By the end of this training course, participants will be able to:

- Make the distinction between different types of taxes, structure and sources of regulation
- Understand the complex framework of Tax and Revenue Management
- Recognize the risk factors associated with choosing the form of your company and its impact on your Tax situation
- Appreciate the challenges of Financing Ongoing Operations and Tax Planning
- Make the link between Financial Statement Analysis and Proactive Tax Planning

Who is this Training Course for?

This training course is suitable to a wide range of professionals but will greatly benefit:

- Current and potential Managers and business Leaders at all levels
- Those responsible for developing and leading strategic financial operations
- Team Leaders in the public or private sector
- Staff Members responsible for financial controls
- Non-finance Managers with financial responsibilities



Course content

Course Outline

Day One: Tax rates, Structure and Origin of Regulations

The importance of taxes in business decisions
Types of Taxes
Basic Principles of Taxation
Sources of Tax Laws
Important Principles and Concepts in Tax Law

Class Activity: Group Exercises and Case Study Discussions

Day Two: Understanding the Framework of Strategic Tax Planning

Identifying the SAVANT Framework
Strategy
Anticipation
Value-Adding
Negotiating
Transforming
Choosing a Legal Entity: Risk Management, Raising Capital, and Tax Management
Applying SAVANT to Entity Choice : Specialized Legal Forms

Class Activity: Case Study Discussions

Day Three: Tax and Revenue Management: Operating the Firm

Tax decisions and New Products and Product Improvement
Company and Employee Tax Planning
Market Penetration: Operating in different countries
Financing Ongoing Operations and Tax Planning
Financial Statement Analysis and Proactive Tax Planning

Class Activity: Group Exercises and Case Study Discussions

Day Four: Tax Management and Changing the Original Form of the Company

Analyzing different cases of Restructuring:
Financial Restructuring
Business Restructuring
Legal Entity Restructuring
Divestitures
Selling Off Parts of the Business
Selling a Business to an Outside Entity
Analyzing different cases of Merger and Acquisition
Some General Tax Rules
Tax Free Mergers and Acquisitions
Statutory Mergers and Consolidations
Taxable Mergers and Acquisitions

Class Activity: Group Exercises and Case Study Discussions

Day Five: Tax and Revenue Management for Multinational Corporations: Trends and Challenges

Tax and Revenue Management strategies, namely:
The use of flow-through entities for divestitures
The use of flow-through entities for acquisitions
Liquidations of a subsidiary
The sale of a subsidiary
Bankruptcies
New trends and challenges in today's economies

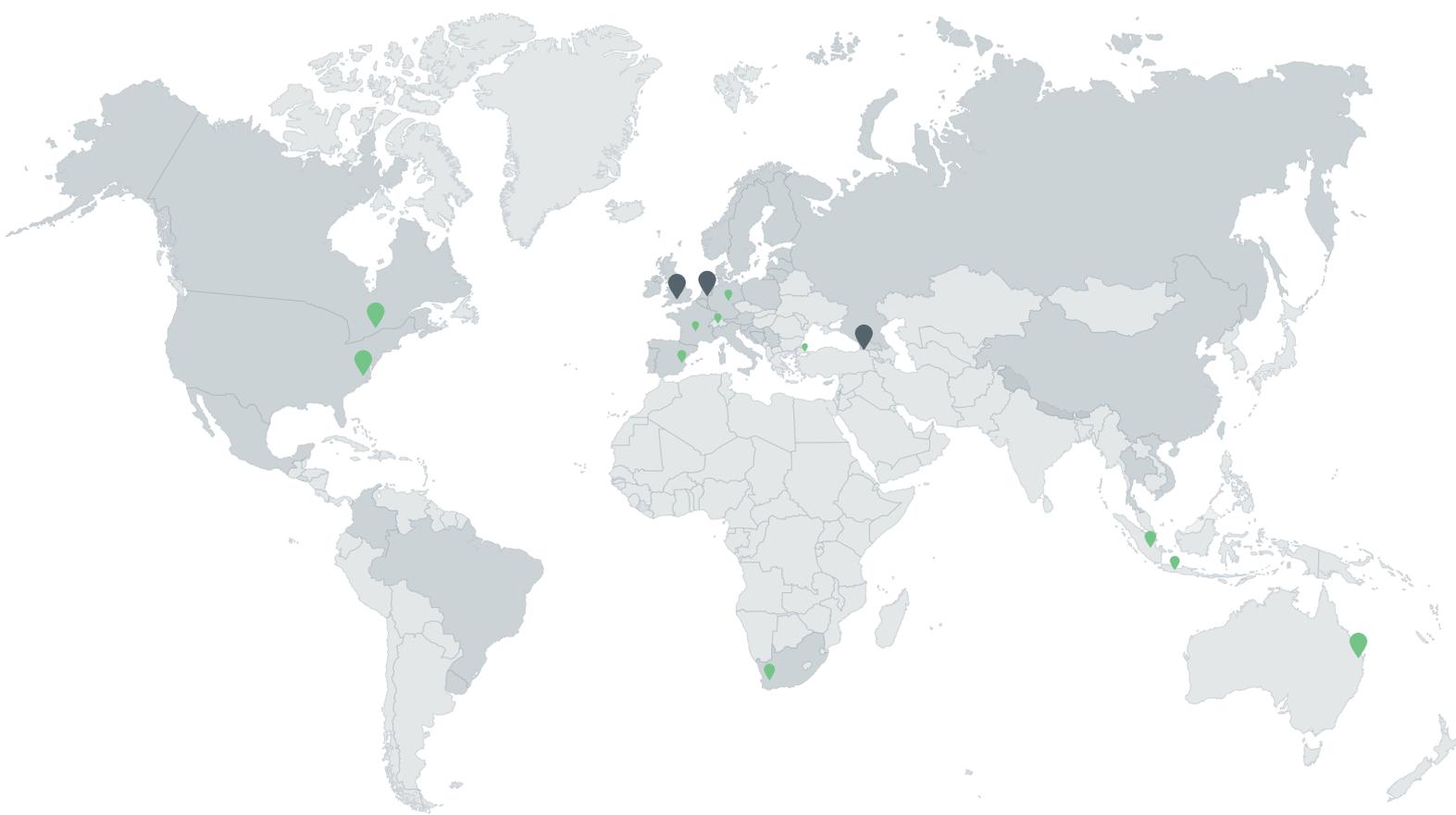
Class activity: Group exercises and case study discussion

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