KnowledgeCorp

Soft Skills and Financial Skills Training Partner

The Human Capital Enhancer of Choice !!!

Established in 2010 we thought of giving a name and shape to the work that we have been doing for quite some time now.

Change is the only constant factor in this dynamic business environment and we act as a catalyst to help you drive home this change.

We help to develop communication, leadership, team building and other skills which help the workforce to adopt to change - dream BIG and think BIG. Our ultimate objective is to help you to use your biggest asset – people, to transform your business from good to great. We are committed to deliver the BEST service.

About Us

KnowledgeCorp is a knowledge & skills development and management company with recognized leadership in Soft-skills, Sales and Financial Management Training Services

Founded in 2010 our faculty team consists of some of the best people form the industry and academics. Over the past 10 years thousands of man hours have been spent in human development across various organizations and educational institutions

We provide blended training in both virtual and physical mode.

Our training courses are designed by globally experienced professionals who are both educators and industry practitioners. The training programs include courses for both students and working professionals. Learners will participate in interactive exercises, real-life case studies, and test their learning through assessments.

What we do …

- KnowledgeCorp enjoys leadership position in Soft-skills training, Customer Service and Sales training of financial products and Psychometric Testing.
- Our team comprises some of the most sought after training and learning solutions providers in the field of up-skilling and re-skilling of corporate human capital.
- We have developed a proprietary knowledge bank and training software library worth several thousand man-hours.
- Our financial services experience provides us with an additional edge in dealing with the operational challenges and pain points of present day business.

Present Business Pain Points

- The need to adapt to rapidly changing business environment and constantly re-attune strategies to achieve the stated goals.
- Gaps in comprehension of business needs and lacunae in operations due to lack of product & process knowledge and environmental changes like the Covid-19 pandemic
- Inadequate levels of integration of operations – i.e. a failure to work as a consolidated team and not as disjointed departments.
- A lack of effective articulation of offerings and meaningful engagement with the target audience.
- Insufficient resources for understanding and management of stress.
- The need to achieve the optimum human capital mix within the organization.

Our Key Deliverables

SOFT SKILLS

- Personal Development & Goal Setting
- Career Counselling
- Pre Employment Aptitude Tests
- CV building and Interview Preparation
- Time Management
- Motivation
- Conflict Management & Negotiation Skills
- Communication Skills
- Presentation Skills
- Leadership Skills
- Team Building Skills
- Stress Management
- Psychometric Tests & Psychological Counseling
- Customized training modules

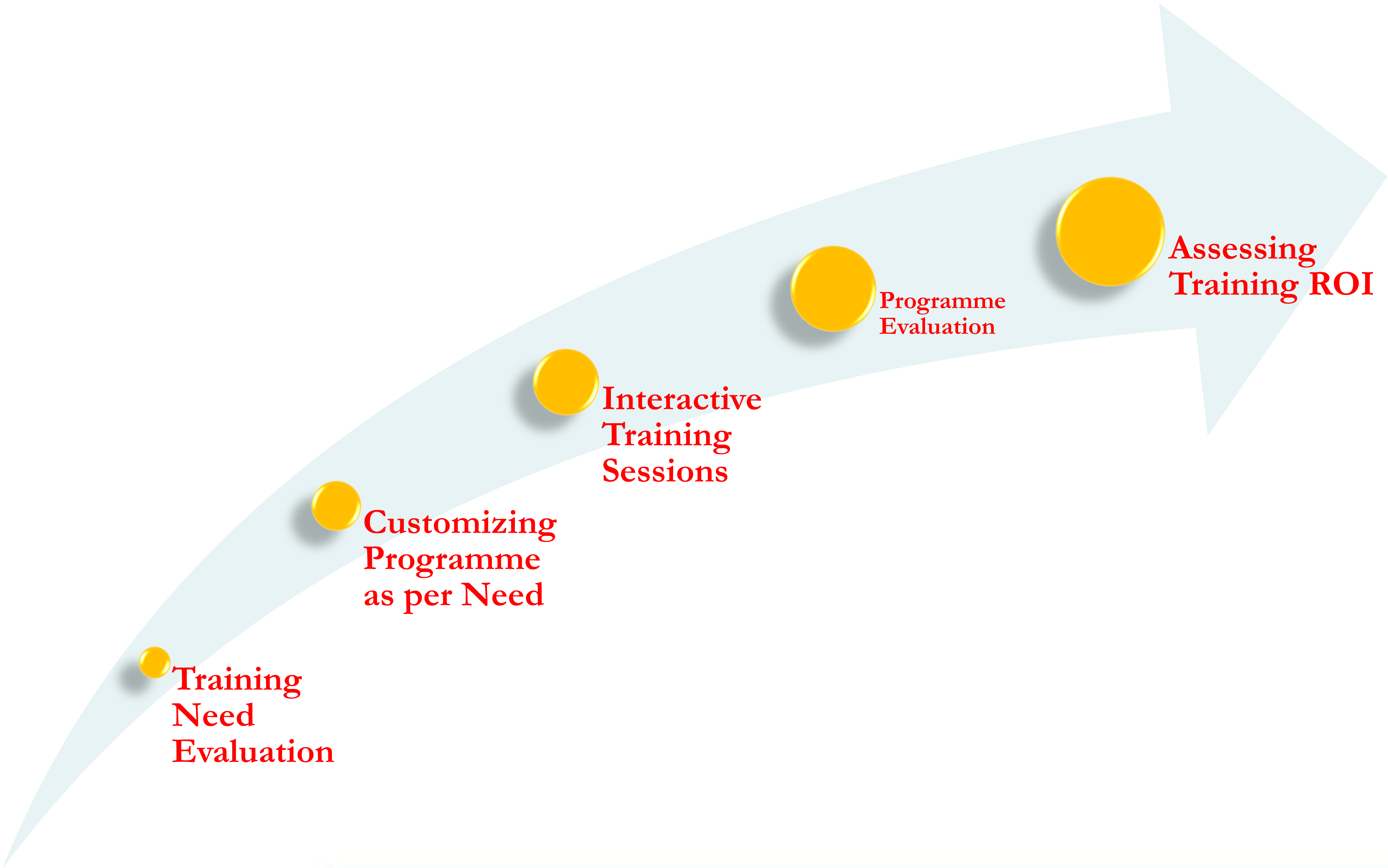
MARKET SKILLS

- Consultative Selling Skills
- Customer Relationship and Retention Management
- Customer Service Management
- Product Training
- Process Training
- Go-to-Market strategy – Planning and execution strategy

Our Key Value Propositions …

- Our end-to-end and customized skilling programmes enable businesses to synchronize their talent pool to their respective strategic priorities.
- We provide access to industry experts for relevant and actionable insight in the core issues of the present day business environment.
- We provide focused and tailor-made inputs for enhancing the employability and efficiency of our students.
- We bring to the table a combined skilling & talent enhancement experience of more than 100 years.

Our Training Strategy



An Illustrative List of our Training Encounters

Banking & Insurance

SBI Life Insurance

HDFC BANK

IT & ITES

Hexaware Technologies

SAKSOFT

General Businesses

SPML Engineering Life

Travel Agents Association of India (TAAI)

Chapter of Practicing Chartered Accountants – West Bengal & Assam

B.P. Poddar Hospital & Medical Research Ltd.

mjunction

Hindustan Unilever Limited

MOTOVARIO

CESC Limited

Educational Institutes

Indian Institute of Foreign Trade

International Management Institute Kolkata

The Institute of Chartered Accountants of India

MCKV Institute of Engineering

Indira Gandhi Institute of Technology Sarang

IBS ICFAI Business School

KnowledgeCorp

Investment Banking & Corporate Finance Modules for Beginners

Agenda

- Introduction
- Key Offerings
- The Team

Who we are

- We are a team of practicing Investment Bankers and Corporate Finance Specialists that brings to the table a comprehensive mix of experience and expertise in all aspects of financial services planning, management and execution.

- We provide students and young professionals with the necessary skills and understanding to cope with the challenges of the fast evolving environment in the financial services sector.

- We have developed a proprietary knowledge bank and training software library worth several thousand man-hours.

What we do

- We have developed focused training modules for outgoing CA and MBA students as well as for young professionals that cover a wide range of disciplines in the field of Investment Banking and Corporate Finance.
- We provide our students with the ideal mix of theoretical basis of concepts & principles and real life application methodologies from our own experience.
- We cover key topical subjects in professional Investment Banking including M&A and PE funding, resource raising, business/intangibles valuation, financial modelling, etc.

Our Value Porposition

- Relevant and real time industry experience
- Scientifically designed courses to ensure comprehensive theoretical understanding
- Deal specific case studies and case analysis
- Opportunity to work in real life projects as Intern with a Leading Investment Banker in India
- Interaction with Industry Professionals for guidance and mentoring
- Post-curricular review and feedback for select candidates

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Business Modelling

Course Objective

- Provide students with the ability to organize and analyze large volumes of numerical data.
- Equip students with the skill sets to develop and justify assumptions relating to projected financial performance of a business.
- Enable them to prepare robust and dynamically connected 3-statement models.

Programme Content & Structure

- Basic requirements – sector landscape & comparator analysis, evaluation of operating parameters on the basis of industry norms & past performance, etc.
- Structuring and designing– postulate and justify assumptions, step-wise development of revenue and cost drivers, preparation of working capital matrix, depreciation statement, etc.
- Integrating financial statements – linking the statements to present meaningful output
- Presentation of output – cohesive & utilitarian presentation to enable decision making

Deliverables & Programme Outcome

- **Deliverables**: 20 hours of face to face sessions with practicing industry experts & proprietary KnowledgeCorp course material
- **Program Outcome**: On completion of the programme, the candidates should be able to develop well-structured, robust and dynamic financial models to enable informed decision making at the managerial levels.

Business Valuation

Course Objective

- This course provides participants with the skills needed to perform detailed business valuation modeling using three main methods: Comps, Precedents and DCF Analysis.
- Ideal programme for outgoing CA or MBA students to acquire industry relevant valuation methodologies and techniques to apply in their professional careers.

Programme Content & Structure

- Introduction to Corporate Valuation – the concepts and theories
- Development and use of DCF models
- WACC Calculation and finalization of the underlying determinants of WACC
- Equity Value vs. Enterprise Value
- Development of Comparator Matrix and use of Valuation Multiples
- Analysis of Results

Deliverables & Programme Outcome

- **Deliverables**: 30 hours of face to face sessions with practicing industry experts & proprietary KnowledgeCorp course material
- **Program Outcome**: On completion of the programme, the candidates should be able to perform independent business valuation exercises for their corporate finance and investment banking assignments at work.

Private Equity

Course Objective

- This course is designed for students and professionals who want to acquire private equity skills for practical application in professional careers.
- It provides expert conceptual and practical insights on the entire gamut of private equity from both buy and sell side strategies.

Programme Content & Structure

- Understanding the concept of Private Equity – the GP-LP structure, AIFs, Feeder Vehicles, Co-investment, capital commitments, fund management fees and carry, etc.
- Deal creation – when is a business PE ready? how does it develop the investment story? what does a PE investor look for in a business?
- Deal process – the PE deal calendar and key deal components including valuation, negotiation, due diligence and documentation

Deliverables & Programme Outcome

- **Deliverables**: 20 hours of face to face sessions with practicing industry experts & proprietary KnowledgeCorp course material
- **Program Outcome**: A firm grasp on the nuances of private equity deal creation and deal execution both from the buy side and the sell side.

Basics of M&A

Course Objective

- Prepare students for the M&A process, its strategies and challenges.
- Provide the basic skill sets to successfully conceive, develop, plan and execute an M&A assignment from the buy-side or the sell side.

Programme Content & Structure

- Position Review & Planning – analyze the position of the business either from the buy side or the sell side and evaluate the possibilities of a deal
- Strategic Assessment – potential synergies, pain value of losing a deal, impact of a deal on future cash flows, etc.
- Negotiation Strategies – valuation and terms of the deal, ensure position of strength
- Post-transaction Integration – rebuilding the business model to factor in the deal
- Group Assignments – mock negotiation and deal discussion sessions between "acquirer" and "seller" in a simulated environment

Deliverables & Programme Outcome

- **Deliverables**: 30 hours of face to face sessions with practicing industry experts and case studies
- **Program Outcome**: Upon completing the course, a candidate should be able to handle the key aspects of an M&A transaction to represent either the buy side or the sell side

Working Capital Management

Course Objective

- Provide participants with a basic understanding of a company's working capital structure.
- Introduce them to strategies for management of working capital to increase profits.
- Explain the basic tenets of the calculation of the cash conversion cycle.

Programme Content & Structure

- An Overview of Working Capital
- Components of Working Capital
- Understanding the Operating Cycle
- Assessment of Working Capital
- Working Capital Finance and its Structuring

Deliverables & Programme Outcome

- **Deliverables**: 20 hours of face to face sessions with practicing industry experts & group discussion sessions for interactive learning
- **Program Outcome**: On completion of the programme, the candidates should be able to assess the working capital for fund based and non-fund based products and understand the sources of working capital and its structuring

Security Analysis, Derivatives & Risk management

Course Objective

- Provide students with an overview of the securities markets, portfolio mgmt. and risks
- Develop a basic understanding of financial derivatives
- Train students to use derivative instruments as a financial tool

Programme Content & Structure

- Introduction to financial securities, markets and portfolio management
- Concepts of Beta and market risks
- Understanding forwards, futures, swaps and options
- Concepts of hedging, arbitraging, spot and forward markets, currency and interest rate swaps
- Options terminology, payoff matrices, synthetic options, exotic options
- Trading strategies, pricing of options, Greeks, Black-Scholes equation.

Deliverables & Programme Outcome

- **Deliverables:** 30 hours of classroom instructions and exercises
- **Programme Outcome :** At the end of the course, the student should be able to understand securities market parameters and assess the payoff and risks for any given derivative instrument. She should be able to structure a derivative instrument for a given financial outcome.

Insolvency Resolution

Course Objective

- Develop a comprehensive understanding of the Regulatory Environment governing the Insolvency Resolution process in India.
- Familiarize students with the functioning of support services providers to Insolvency Professionals (IP) and aspects involved in the CIRP process.

Programme Content & Structure

- Evolution of the Insolvency ecosystem within India.
- Overview of the IBC and corollary topics including initiation of the NCLT process, etc.
- Roles & Responsibilities of the Resolution Professionals and Support Services Providers (IPEs).
- Elaboration of all components of the process and methodologies of driving the CIRP process from the point of view of the IP as well as the Corporate Debtor.

Deliverables & Programme Outcome

- **Deliverables:** 30 hours of classroom instructions and exercises
- **Programme Outcome :** At the end of the course, the student should be well versed with the operational and regulatory aspects of the Insolvency Resolution process in India and would be in a position to provide meaningful decision inputs to senior stakeholders in a Corporate Creditor, Corporate Debtor or an Insolvency Resolution Professional.

Contact us

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