



**IIM**

भारतीय प्रबंध संरचना विशाखपट्टणम्  
Indian Institute of Management Visakhapatnam

Starts February 2025

# Chief Financial Officer Programme (The CFO Program)

12 Months | Online | Top Faculty Led



Ministry of Education  
Government of India



# Message from the Program Director

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“ This program will bring new perspectives & learnings to expand your thought process and will help you emerge as a successful finance leader. ”



**Prof. Shalini Agnihotri**

Program Director | CFO Program  
IIM Visakhapatnam



# Why choose this IIM Visakhapatnam Chief Financial Officer Program?



IIM V

Learn from a premier Institution  
with global excellence

Top  
Ranking

Become part of one of the Top  
Management Institutions in India

Campus  
Immersion

Attend a 3 day Campus Immersion  
@ IIM Visakhapatnam

Alumni  
Status

Attain Executive Alumni Status  
@ IIM Visakhapatnam



# Trending Chief Financial Officers Skills for 2025

**Financial  
Leadership**

**Strategic  
Finance**

**Mergers &  
Acquisitions**

**Financial Risk  
Management**

**Corporate  
Governance**

**Digital  
Leadership**

Elevate your expertise in strategic finance and executive leadership to drive your organization's financial success. From mastering mergers & acquisitions to implementing robust financial risk management, this CFO program equips you with the critical skills needed to excel in today's complex and dynamic financial environment.

A close-up photograph of a young woman with dark hair, smiling and looking upwards and to the right. She is wearing a light grey ribbed cardigan over a blue and white striped collared shirt. Her hands are clasped in front of her. The background is blurred, showing what appears to be a city street at dusk or dawn with warm lights.

**Embark on a  
Transformative  
Journey**

# Who should enroll in this Program?

Embark on a transformative journey with this world-class CFO program, meticulously designed for finance professionals aiming to excel in executive leadership roles. Gain a comprehensive understanding of core financial management functions and master the strategic applications crucial for driving success in complex and dynamic financial environments.



# Why choose IIM Visakhapatnam for Chief Financial Officer Program?

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## Top Tier Institution

Stand out from the competition & move up the career ladder quickly by adding a top IIM to your resume.

## Dynamic Learning Journey

Embark on a thrilling 12 months adventure exploring every facet of CFO Leadership.

## Practical Learning

The program incorporates industry-relevant case studies and real-world projects, allowing participants to apply their knowledge to practical scenarios.

## Applied Learning

This Program focuses on key know-hows of topics required in the industry, instead of delving deep into the theoretical aspects of each topic & tool.

## Advance Your Career

This program is designed for professionals who aspire to lead financial strategy and data driven decision-making.

## Powerful Alumni Network

Be part of a strong executive alumni network connecting with other like-minded professionals & get access to this network for lifetime.



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**Up Next >>**

# **Chief Financial Officer**

## **PROGRAM SYLLABUS**

**Learn what matters in 12 months!**

# What you'll learn

## Pillar 1: Strategic Leadership for Modern CFOs

### Module 1: Introduction to Modern CFO Role

- Topic 1: The Evolving Responsibilities of the Modern CFO
- Topic 2: The Modern CFO as a Strategic Partner
- Topic 3: The Modern CFO as a Value Creator
- Topic 4: Key Skills & Competencies for the Modern CFO

### Module 2: Strategic Leadership for CFOs

- Topic 5: Strategic Leadership for CFOs
- Topic 6: Aligning Financial Strategies with Business Objectives
- Topic 7: Building & Leading High-Performing Teams
- Topic 8: Stakeholder Management & Communication
- Topic 9: Strategy & External Environment Linkages
- Topic 10: Value Chains & Industry Attractiveness
- Topic 11: Capability Building & Sustainable Competitive Advantage
- Topic 12: Competitive Strategies
- Topic 13: Organizational Lifecycle & Growth Strategies
- Topic 14: Controlling & Implementing Strategy
- Topic 15: Strategic Choices for Multi-Business Organizations

# What you'll learn

## Module 3: Critical Thinking & Decision Making

- Topic 16: Creative Problem Solving for Decision Making
- Topic 17: Unraveling Mental Models for Critical Thinking
- Topic 18: Identifying & Appreciating Behavioral Biases in Decision Making

## Pillar 2: Financial Leadership for CFOs

## Module 4: Global Economics & Financial Markets

- Topic 19: Economic Indicators & Their Implications
- Topic 20: Economic Cycles & Business Strategy
- Topic 21: Financial Market Structures & Instruments
- Topic 22: Global Financial Markets Trends



# What you'll learn

## Module 5: Financial Planning & Analysis for CFOs

- Topic 23: Budgeting, Forecasting, & Variance Analysis
- Topic 24: Building Financial Models
- Topic 25: Key Performance Indicators (KPIs) & Financial Metrics
- Topic 26: Scenario Planning & Sensitivity Analysis
- Topic 27: Understanding Financial Performance & Growth Drivers of Organizations
- Topic 28: Managing Working Capital & Working Capital Funding
- Topic 29: Cost-Benefit Analysis for Business Decisions
- Topic 30: Risk Assessment & Management
- Topic 31: Preparing & Evaluating Business Plans
- Topic 32: Preparing an Investor Pitch for Funding

## Module 6: Strategic Finance

- Topic 33: Capital Allocation & Resource Management
- Topic 34: Capital Structure & Financing Decisions
- Topic 35: Raising Capital- Equity, Debt, Hybrid, IPOs & Private Placements
- Topic 36: Financial Restructuring & Turnaround Strategies

# What you'll learn

## Module 7: Mergers & Acquisitions

- Topic 37: Strategic Fit & Target Selection
- Topic 38: Valuation & Financial Modeling in M&A
- Topic 39: Negotiation & Deal Structuring
- Topic 40: Post-Merger Financial Integration & Synergy Realization

## Pillar 3: Governance, Risk & Compliance for CFOs

## Module 8: Financial Risk Management for CFOs

- Topic 41: Identifying & Assessing Financial Risks
- Topic 42: Market, Credit, & Operational Risk Management
- Topic 43: Derivatives & Hedging Strategies
- Topic 44: Regulatory Environment & Risk Compliance

## Module 9: Corporate Governance & Regulatory Compliance

- Topic 45: Board Structure & Responsibilities
- Topic 46: Corporate Ethics & Accountability
- Topic 47: Regulatory Frameworks & Compliance Standards
- Topic 48: Internal Controls & Audit Functions

# What you'll learn

## Pillar 4: Technology & Data Driven Decision Making for CFOs

### Module 10: Fintech for CFOs

- Topic 49: Blockchain Technology & its Impact on Financial Services
- Topic 50: The Role of Artificial Intelligence in Fraud Detection
- Topic 51: Digital Banking & the Future of Traditional Banking Models
- Topic 52: RegTech: Navigating Compliance in the Fintech Landscape

### Module 11: AI & Digital Transformation for CFOs

- Topic 53: Leveraging AI for Financial Forecasting & Planning
- Topic 54: Implementing Digital Tools in Financial Planning
- Topic 55: Automating Financial Processes with RPA & AI
- Topic 56: Case Studies on Successful Digital Transformation in Finance

# What you'll learn

## Module 12: Data Driven Decision Making for CFO

- Topic 57: Dashboard Creation
- Topic 58: Hypothesis Testing
- Topic 59: Regression
- Topic 60: Logistic Regression
- Topic 61: Bootstrapping
- Topic 62: Introduction to Machine Learning Tools in Financial Decision Making
- Topic 63: Using Machine Learning Techniques for Working Capital Decisions



# Capstone Project & Key Tools Covered

## Capstone Project

Develop a comprehensive financial plan for a company planning to enter new international markets. Analyze target markets, create detailed financial forecasts, and propose capital allocation strategies. Assess potential risks and provide mitigation strategies. Develop a strategic market entry plan and an implementation roadmap with key milestones. Define performance metrics to measure success. Present the plan to a panel, explaining key components and recommendations.

## Key Tools Covered



Excel



Power BI

\* The program aims to familiarize learners with various tools in the CFO ecosystem, with a focus on how to effectively leverage them as a professional, rather than achieving mastery in each tool.

# CXO Coaching

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Prepare for **CFO** roles with CXO Coaching. Delivered by seasoned Executive Coaches, this specialized coaching will prepare you for senior management roles, equipping aspiring leaders with strategic acumen. These sessions will be delivered on-campus.



# Learn Live from Top IIM V Faculty



**Dr. Shalini Agnihotri**

Program Director  
Finance & Accounting



**Dr. Pooja Kumari**

Program Co-Director  
Finance & Accounting



**Dr. Amit Shankar**

Associate Professor  
Marketing



**Dr. Vijaya Bhaskar**

Dr. B R Ambedkar Chair Professor  
Eco & Social Science



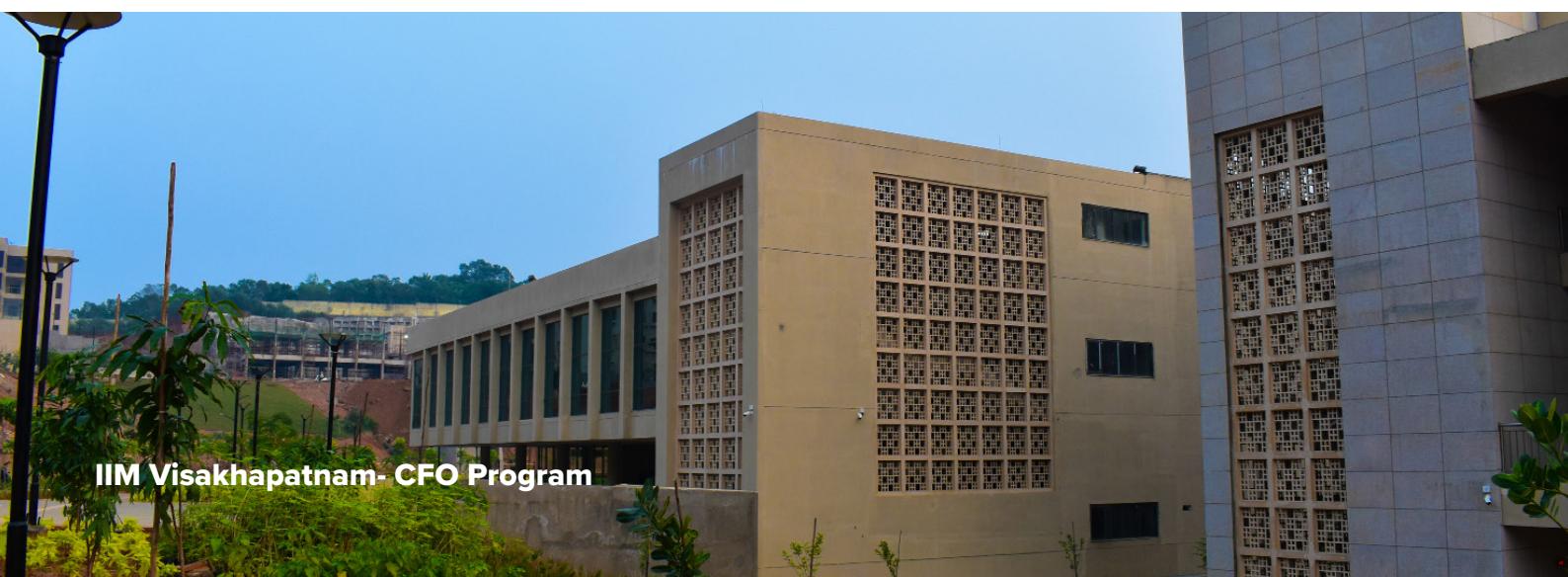
**Dr. PRS Sharma**

Professor  
P&O Management



**Dr. Sushil Kumar**

Assistant Professor  
Entrepreneurship



IIM Visakhapatnam- CFO Program

# Transformative Simulations

## for World-Class Learning



### Financial Strategy Simulation

Refine your strategic leadership by aligning financial and operational decisions with business goals to drive financial success and organizational growth.



### M&A Simulation

Master the complexities of mergers and acquisitions, from target selection to post-merger integration, enhancing financial strategy and decision-making.



### Financial Analytics Simulation

Enhance your financial leadership by applying advanced budgeting, forecasting, and data analysis techniques to improve financial planning and resource management.

## Network, Interact & Connect at the Campus of Prestigious IIM Visakhapatnam

Gain a unique opportunity to participate in a **Three Day Campus Immersions** at the picturesque campus of Indian Institute of Management Visakhapatnam. Build lifelong connections with your peers, participate in workshops and hackathons, & experience student life at one of the top IIMs in India.

Some unique features you can expect in the immersion include:

- Networking with Peers
- Interaction with Faculty
- Offline Classes
- Transformative Simulations
- Valedictory Ceremony



# Merchandise Kit

During the campus immersion at IIM Visakhapatnam, students are provided with a thoughtfully curated merchandise kit designed to enrich their academic journey. This collection serves to enhance the overall experience while fostering a supportive and engaging learning environment.



IIMV T-SHIRT



PEN DRIVE



IIMV ID CARD



IIMV BOTTLE

NOTEBOOK



IIMV NOTEBOOK

IIMV BAG PACK



\*The depicted representation may not accurately reflect the actual physical items received. Please be aware that there may be differences in appearance from what is shown, particularly with items provided by IIMV, which may vary in design based on the course.

## Attain Executive IIM Alumni Status

On successful completion of Chief Financial Officer Program, candidates will be eligible for executive alumni status at IIM Visakhapatnam. The benefits of the lifelong membership of executive alumni status include:

- Batch & Individual E-mail IDs
- Lifelong Executive Alumni Identity card
- Monthly access to IIM(V)ibes and IIMV newsletter
- Access to IIM Visakhapatnam Executive Alumni Network
- Access to Library and Campus Visits
- Alumni City Meetups



# Assessment & Evaluation

At IIM Visakhapatnam, your business acumen thrives under rigorous assessment. We evaluate your critical thinking, problem-solving, and communication skills through diverse components:

- **Quizzes, in-class exercises, and assignments**
- **Attendance**
- **Oral examinations/presentations/simulations**
- **End-module examination**
- **Four-point scale will be adopted for evaluating a student in individual modules.**

Our criteria ensure you graduate not just with knowledge but with the ability to apply it in real-world scenarios, ready to lead in the dynamic business landscape.



# Career Support with 6 Powerful Sessions



## 1-On-1 Career Counselling

Our career coach will help you with all your career related queries

## Resume Preparation

We'll help you craft a sharp resume to boost your shortlisting chances

## Simulated Mock Interviews

Participate in a mock interview to be ready for the real thing

## Interview Resources

Get access to 2024 Interview Resources

“ Career coaching begins with self discovery and unfolds through strategic guidance. We are here to illuminate your path, amplify your strength, and navigate the terrain of growth with you. ”



**Manjusha Jaggi**  
Career Coach, Accredian

# Key Program Highlights

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**12 months**

Comprehensive Learning

**135+**

Hours of Live Classes

**12**

Modules

**1**

Capstone Project

**6**

Career Assistance Sessions



# Admission Process

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-  Scan the QR on the next page.
-  Fill the application form and pay the fees.
-  Selected Candidates will receive Admission Confirmation Letter from IIM-V

## Application Deadlines

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Program Fee: INR 3.4 Lakh + GST

Application Fee: INR 10,000 + GST

Round	Date	Seats	Scholarship	Applicable Fee
1	30th Nov 2024	30	INR 45,000	INR 2.95 L + GST
2	31st Dec 2024	40	INR 25,000	INR 3.15 L + GST
3	After 31st Dec 2024	30	NIL	INR 3.4 L + GST

# Program Snapshot

## START DATE

Tech Orientation: **16th February, 2025**

Batch Orientation: **2nd March, 2025**

## CLASS TIMINGS

Sundays: 10 AM - 1 PM IST\*

## DURATION

12 Months

## WEEKLY SCHEDULE

Online classes on Sundays

Self practice/assignments on weekdays

## ELIGIBILITY CRITERIA

Total Years of Experience: **8+ years**

Education: **Graduate** (*more than 50% score*)

## PROGRAM FEE

INR 3.4 Lakhs + GST

## APPLICATION FEE

INR 10,000 + GST

EMI Options Available!

\* IIM-V reserves the right to change class timings & curriculum as per faculty schedules & updates to curriculum.



in association with  
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[www.accredian.com](http://www.accredian.com)



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