

→ Delta ability: Finished - Initial
Profit

Then, you want to make profit: $\$(\$)$
| then expand

$\$(\$)\$$

↳ bringing more Capital
& also ↑ rate of profit

→ AAA

→ BBB: Better is better than Best
Good is never good enough

→ CCC: No cribbing, crying, complaining

→ DDD: $\$(\$)\$$

→ EEE: Engineer, Emaginer, Emagicare

→ FFF: Family Friends and Fools

→ ~~GGG~~ G > G: Always give more than you get.

→ Recognition only happens after given

→ $H_2 \rightarrow He$: We are ~~also~~ all stars, combine 2 H_2 atoms
to form He

↓
Humour
and Humility

→ III: The lucky + I, being + I, part of
I Indian IT,

→ JJJ: Vigor, Trigox & Tee Jaan Tigar

slide 1 Working Capital Cycle

slide 2 Supply chain Management

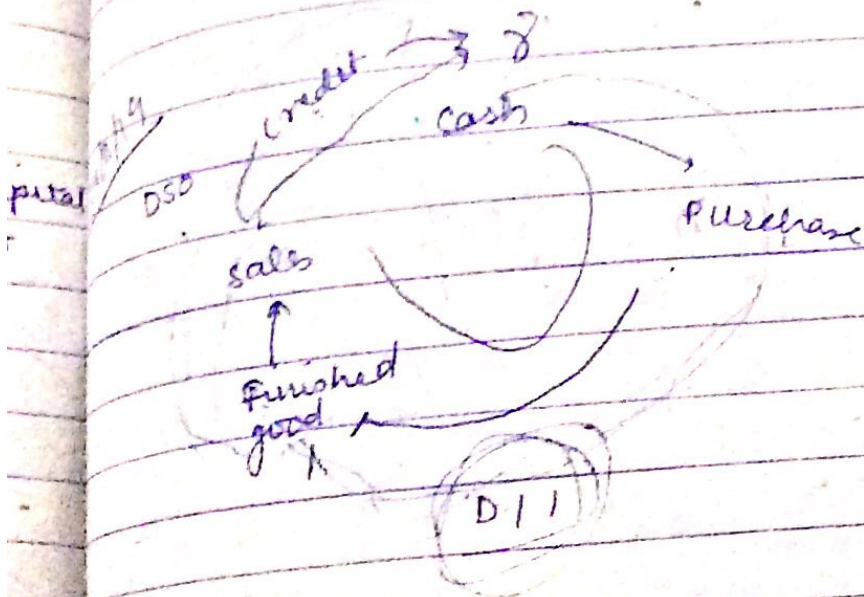
Japan → absolutely frugal to their home

Homes are very tiny. Have partition wall instead
of cement wall due to earthquakes

Q3 Cash flow statement

CFO → Obj.: grow capital

↑
comes from investors → + net in share mkt's.



1) 1st cycle:

DSO + DII: How many days it is taking to make my cash

IOK → format of acct. representⁿ for uniformity
Income Stmt \equiv Profit - Loss Stmt

ICS → Most Income comes from BFSI
(40%)

↓
Banking Financial
Services Insurance

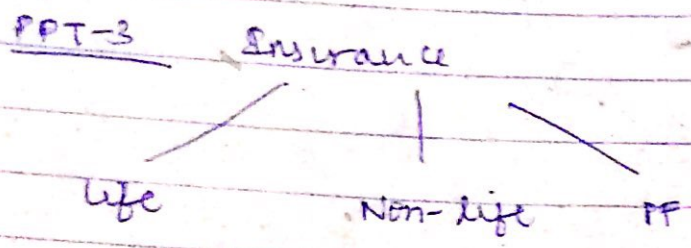
Shareholder / Stockholder are one of the stakeholders
Employees ~ ~ ~ ~

FS → Mutual Funds, Investment Banking

* Most IT companies: 40% Income comes from BFSI.

PPT-1 Banking

Nationalization:



19-11-19 Revision

Objectives of this course :

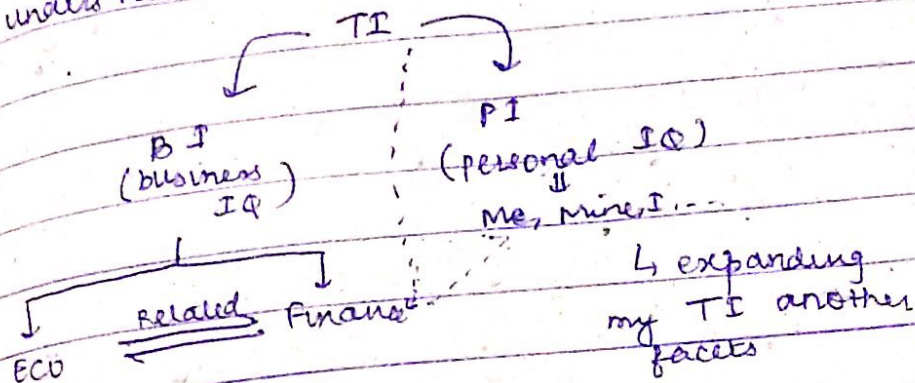
- CEO
- Learning
- MAD ability
- Be a diamond : Refraction
(not mirror / glass)
- ↳ Reflection

Can MAD by refracting thoroughly.
More facets you have, more better
(diamond : 57 facets through which refraction occurs)

- Bringing more out of myself. : Thinking Out of Box
- Building Brand Me. ↳ 3-D

- We have demonstrated the abilities, not just talked about them
- 2D to 3D : Real transformation happens here only.

Technical IQ \Rightarrow TI
To \uparrow my MAD ability, I need to understand



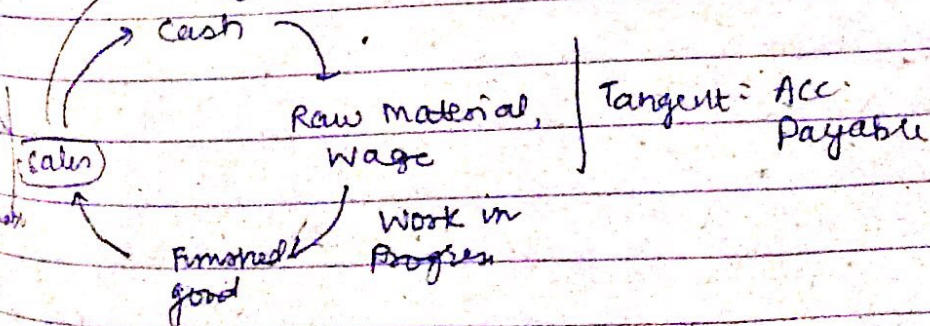
PPT

Account Payable mat against your supplier \rightarrow current running account
" Receivable is from customers
" cash (but not cash)

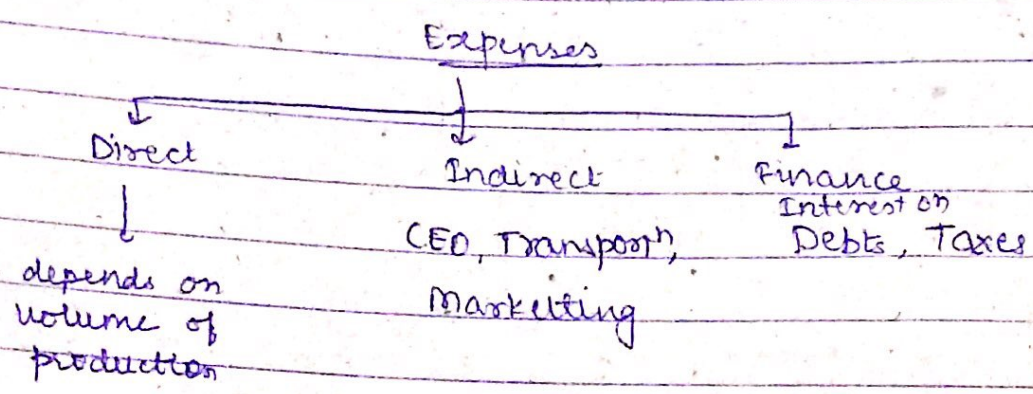
If ~~not~~ paid : cash
not : will get translated into cash soon.

Received money
Bought assets like land \rightarrow now doing Working Capital Cycle

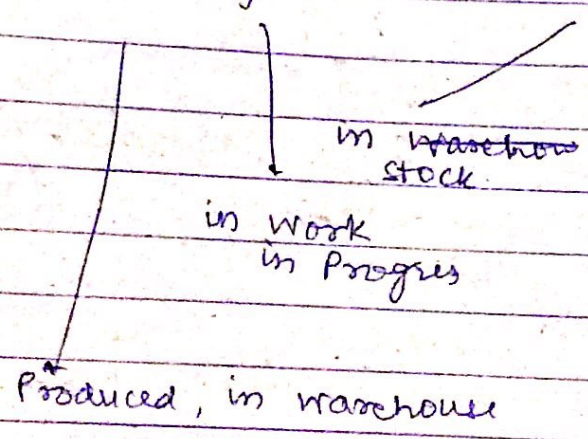
WCC \rightarrow Δ : Delta



- Revenue = $P \times Q$
- Profit = TR - Running Expenses (TC)



Inventory → Raw Material in bulk,



sale : How to make ~~sale~~ cash walk, run & talk.
Not only \$ coming, but \$ coming faster.

Quality of earning : from where the revenue comes

→ Time for completing cycle or
How long my cash is sitting = Days in Inventory + Days in sales Outstanding

Assets also include debt, net worth doesn't

P/L statement : Activity Based
takes our eyes off what happened
with cash

↓
Cash Flow Stmt
takes care of it.

BFSI

PF & Pension Funds part of Insurance?
Long Term, defensive measure, security

Mutual Fund
↳ short term, aggressive measure
Investing to get more money

1st page ⇒ Work page for each question

MAAD: Make an answer diff.