

Course Outline

DEN 307 Financial Resources and Procurement

In this course there are a series of learning elements for you to use:

1. Lecture Notes
2. Lecture Slides
3. Discussion/Thinking Questions
4. Exercise Examples
5. References

The lecture materials are grouped into learning modules by learning objective areas. To get the most out of the course, you should progress through the course in lecture number order.

1. Each set of Lecture Notes is about 3 to 5 pages long, so you can print them, and then use them as a guide to study the Lecture Slides.
2. Once you have completed the Lecture Slides and Notes, then, you may consider the discussion/thinking questions at the end of the Lecture Notes. Write your answers to the discussion/thinking questions to help clarify your understanding of the concepts. Please refer to the Lecture Slides and Notes to help you with the discussion/thinking questions.
3. The Exercise Examples apply the concepts and information from the Lecture Slides and Notes to typical situations that arise in technology based businesses. You may work the exercise example, referring back to the Lecture Slides and Notes. After you have given the Exercise Example enough effort and reflection, then compare your results to the model answer for the Exercise Example. Pay particular note to the areas where you have a difference between your work and the model answer. This is the area to review.
4. After you have completed the lectures and exercises in the module, you may consult the reference materials at the end of the module for further information about the subject matter.
5. The reference materials are provided for your continued learning as this course was developed independently of the EMCI examination materials. This course may contain material not on the examination and the examination may contain material not in this course.
6. If you follow this process, you should maximize your learning in this course. Good luck.

Learning Objectives -

At the conclusion of this program you will be able to:

1. Interpret balance sheets and income statements (P & L's)
2. Apply cash flow techniques
3. Understand business plan fundamentals and key components
4. Evaluate of the contents of business plans
5. Apply inventory control procedures and supply chain management
6. Use methods of supply analysis, procedures such as JIT, to monitor inventory and ensure sufficient supplies
7. Understand financial constraints
8. Identify available and alternative funding sources
9. Develop funding proposals and implement funding plans
10. Calculate economic equivalence, inflation, purchasing power of money
11. Perform cost estimation
12. Apply engineering economic analysis techniques such as NPV and ROI
13. Interpret engineering economic analyses
14. Develop financial projections (cost of capital, working capital management, profitability and liquidity, cash flow analysis, tax effects, equipment, facilities, and equity)
15. Establish capital resource requirements
16. Understand capital rationing
17. Measure return on investment
18. Establish and monitor a capital budget
19. Apply tools and techniques of risk analysis
20. Perform risk analysis and interpret results
21. Assess the financial risks of introducing new technology into various markets, and selecting appropriate business models
22. Communicate results and recommendations
23. Understand contract procedures and regulations
24. Provide proper documentation of contracts
25. Understand the Uniform Contract Format (UCF)
26. Prepare contracts
27. Interpret contracts
28. Manage contracts
29. Interact with contract personnel