



**PENHALLOW ASSOCIATES LIMITED**  
A Financial Knowledge Company

## **The Really Important Issues of Forex Risk Management**

**Classroom: Duration 1 Day, Price: £745**

**Virtual Learning: Duration: 6 Hours, Price £580**

### **Benefits to you in attending this course:**

- Save money on forex decisions
- Understand how forex impacts your business
- Align strategy, business and accounting
- Put an end to unexpected and unexplained forex profits or losses
- Ensure the executive and board understand implications and manage risk
- Have ownership and knowledge of forex impact on the business.

Forex management should be an integral part of any importing and exporting strategy. It is important to understand the instruments, the markets and the providers but more importantly you need to understand your own business requirements. We will cover key business management issues including risk identification, accounting for forex, costing of product, financial reporting, strategy, decision making, choice, risk and usage of instruments, balancing the influence of accounting versus business decisions in relation to forex strategies.

### **Agenda**

- Common mistakes in recognising risk.
- Typical lack of transparency in understanding what causes profit and losses on Forex.
- How finance should integrate forex effectively into the relevant business areas.
- How should the FD or owner align the forex strategy to the business strategy.
- Understand what instruments can be used to hedge, the merits and risks of each.
- The behaviour of instruments during their life, month end and year end revaluation impacts.
  
- Choices for usage of instruments in the portfolio when making payments or receipts; and ensure considering other options.

- Creation of strategies that provide foundation protection and upside flexibility without giving away price, cash or choice.
- Determining a costing policy, aligned to strategy that provides for price stability and maximum gross profit.
- Determine management information needs for business decision support and forex risk management support.
- Anomalies of forex accounting influences over hedging strategies and the increased risks that arise in AFS reporting..
- What help can you get on these various topics, from where, and how do you determine if it can be trusted

### **Who Should Attend**

All CFO's, FD's, FC's and business owners for companies that import and export.

Treasury managers of companies that would like a review on their area of forex specialism.

Any accountant wanting to understand the business issues their clients are dealing with.

NED of a business that imports and exports.

CEO, MD, department head, business owner where importing and or exporting is part of the business.

Chairman of importing and or exporting business.

Sales executives where forex impacts pricing of their products.

Administration controllers where forex impacts policies, procedures and decision making.

### **Trainer Profile**

#### **Sharon Constancon**



Sharon has worked in the financial services and corporate sectors and in the last decades run her own businesses providing corporate foreign exchange risk management and corporate governance

services and solutions. Sharon's focus is on "adding value to the customer, that is why Sharon gets up in the morning". To achieve this, Sharon has developed systems and frameworks to support her drive to deliver service, something she feels is sadly lacking in business today.

Sharon's experience in risk management at the Board level of more than 250 major, and often worldwide, corporates and her knowledge of regulations, international finance, corporate governance, financial markets and running her own businesses have together provided Sharon with an ability to work with Boards on more than one level – strategic, risk, governance and management. This experience enables her to support Chairmen and NED's in their strive to improve the leadership by and challenge within their Boards. Sharon has strong analytical skills to complement her communication skills and uses this to help support change within Boards. Sharon is Chairwomen of the South African of Commerce, London.

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