



Special points of interest:

- Purpose
- Process—Journey
- Value System and Belief Maps
- Co-operation vs Competition

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Purpose: In Pursuit of Material Wealth or Happiness

Life is a journey, and happiness our companion. We can liken happiness to a transaction where we experience for a fleeting moment of ~ truth. In a transaction, we come into contact with a **stimulus** and how we **response** defines whether the **experience is quality** (happiness) or otherwise. How is it that we feel more often than not that life remains unfulfilled? Could be that we lack quality experiences. Maybe it is the lack of empathy that prevents us from such experiences.

When there is a break-down in **co-ordination, there will be no meaningful progress**, and any underlying issue will be allowed to fester and there would be risk of a disorderly outcome. The likely scenario is a stimulus that is likely to attract a zero-sum gain, a positive response at the expense of someone's negative response. Is it possible to have a win-win outcome, where happiness can be shared? Can people really sit down and negotiate according to a set of rules , unwritten but **underpinned by a set of common beliefs**? When it comes to co-operation, we need to think

big but act in baby steps. This helps to



In life do we care whether it is chaos or not?.....

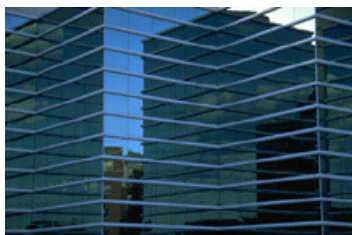
breakdown complex issues into simpler elements. We need to underpin the efficacy of our assumptions and execute the steps in logical sequence. Every successful step reinforces trust and with trust it is possible to overcome the coordination issue. Once collaborators are comfortable and confident that cooperation can result in a win-win outcome, the end-to-end processes can then take on a life of its own with its own ecosystem of checks and balances. Editor

Corporate Training

Our workshops continue to attract discerning professionals who want to have a cutting-edge tool to gain a competitive advantage. Our workshops serve to meet these needs.

We have also been making steady progress in collaborating with other service providers to provide a distinctive flavour in drawing up a roadmap towards value

creation. The interest has been strong and we are developing additional modules and will time the go-to-market with our existing offerings. We are very much customer centric, and we have put in place eCRM functionality to ensure that feedback from customers is tied to our supply chain on a closed loop basis. This will ensure a timely delivery of quality services to our clientele.



“Exact fit to my training needs at this point. Probably the only useful training I have had in 10 years”

Financial Modeling for Analysis & Valuation ★ ★ ★ ★ ★

This course will equip participants with the methodology and processes for model-building, and the concepts of valuation through a series of spreadsheet exercises, including sensitivity analysis. A detailed, easy-to-read case study leads participants through a series of exercises that illustrate and reinforce the challenge of interpreting base assumptions and formulating these into a financial model

This workshop will use a clear and concise step-by-step method of instruction proven through more than 250 participants in the East Asian and Australasian regions. There is a heavy emphasis on hands-on participations and discussions

and a PC will be required for each participant.

This course is intensive and fast-paced. Participants should be well versed in accounting principles, valuation methodology and have a good basic working knowledge of Microsoft Excel spreadsheet tools.

**Dates: 12 - 21 May 2010
14 - 16 September 2010**

Excel VBA Programming—Applied ★ ★ ★ ★ ★

A two – day course that will equip participants to appreciate the power of Excel. Excel is more than just a spreadsheet! Its versatility is evident when it is used in conjunction with other applications within and outside the Microsoft Office suite of software.

Given its ubiquity, Excel is the tool of choice for the discerning professionals. Its advantages lie in the wide pool of adopters. This renders Excel an excellent platform to forge and organize data and convert it into information critical for decision-making. Learn to develop a firm

grasp of how macros / VBA programming and advanced functions of Excel can be used to create high-impact reports useful to the management. To have a clear framework of the key concepts, to be well-versed with the macros and advanced functions to be able to accommodate more challenging requests. Each participant will be provided with a PC desktop to work through exercises on Excel.

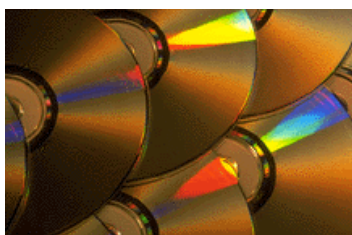
**Date: 12 - 13 May 2010
7 - 8 July 2010
13 - 14 October 2010**

Health & Wellness Program

This is an unique workshop that introduces health & wellness into the realm of value based management. Measuring and managing human resources within an organisation have taken on a greater degree of urgency as the value drivers of corporates in a knowledge based economy, have shifted towards leveraging off intellectual capital to generate shareholders value. As such employee wellness and satisfaction are

business priorities and for the enlightened management, adopting a holistic approach towards staff welfare can pay dividend.

A recent survey has shown that a significant percentage of the workforce is disenchanting with their jobs and are disengaged from their work due to lack of job satisfaction and work related stresses.



Leveraging off technology

Health & Wellness Program

Through this workshop, we will introduce the concept of wellness in the workplace that will serve to maximise the psychological, social and physical wellbeing of employees as well as mitigate business risks to the employers.

This programme will adopt a process driven and holistic approach by mapping the Health & Wellness programme that interfaces seamlessly with the corporate performance measurement framework.

The method will provide a positive take-away for the individuals concerning their health and wellness, as well as for the

corporate wellbeing. In a recent survey conducted with corporate executives, an overwhelming percentage felt that it is ***extremely critical for an organisation to implement a holistic Health & Wellness programme*** and that such a system should be an integral part of a performance measurement scorecard.



.....if it suits our purpose

Corporate Credit Analysis ☆☆☆☆☆

This course will be interwoven with a series of workbook-style questions to facilitate and guide group discussions after each section. This course will be interwoven with a series of workbook-style questions to facilitate and guide group discussions after each section has been completed.

Group discussions will serve to “stress-test” the quality and depth of retention by participants, and reinforce the main points of the course.

This step-by-step approach will allow a natural and measured build-up of the course content over the entire five days. Comprehensive course materials will form the backbone of course content, and will prove a helpful guide for the participant committed to applying these new skills in their role as Loan Officers

We learn through examples, both good and bad. This course will include sufficient pockets of group learning activity through role play and scenario planning.

Apart from benchmarking each other, participants will benefit from the balance between theory and practical considerations, and sharpen his/her ability to apply new concepts learnt.

Participants will

- *Grasp the essence* of business and *form a mental view* of financing structures
- *Enhance* skills in analysing business risks, and *learn* methods to highlight and mitigate them
- Understand the *implication* of how financial statements relate to one another
- See *risk patterns* from spreads
- Become *adept* at rating risks and structuring loans
- has been completed.

This step-by-step approach will allow a natural and measured build-up of the course content over the entire five days.

Date: 19 - 23 April 2010
19 - 23 July 2010

“Interesting, practical and relevant to my work “



Standing Tall and Delivering



About Thinkmasters

Thinkmasters was founded in 1994 as a business consultancy committed to providing value-added business consultancy services to meet the needs of corporates.

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Thinkmasters helps to enhance the competitive edge of businesses, and direct them toward exploiting opportunities to create and increase shareholders' value.

Apart from consulting services, Thinkmasters regularly runs in-house workshops and public seminars for corporates and financial institutions in the East Asian region.

www.thinkmasters.com

Customised High Quality In-house Training

Contact us and schedule an appointment with specialists in structuring course content and curriculum.

Other Courses

Banking & Finance

- Basic Commercial Credit Program ★ ★ ★ ★ ★
- Data Analysis with Excel
- Economic Value Added
- Corporate Finance

Strategic Management

- Core Ideology and Envisioned Future ★ ★ ★ ★ ★
 - Strategic Thinking and Strategy Roadmap ★ ★ ★ ★ ★
 - Strategy-focused Performance Measurement Scorecard
★ ★ ★ ★ ★
 - Customer Relationship Management (CRM) and Strategic Management
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