



**KTH EXECUTIVE  
SCHOOL**

**BildRunsten**  
FINANCIAL LEARNING

# Financial Management in Industrial Companies

- For Non-Financial Managers

**In a new volatile business landscape**



# Financial Management in Industrial Companies

**The purpose** of this new course is to increase the speed, accuracy and effectiveness in the decision-making and control processes in industrial companies - by broadening the circle of managers and other key people with competence in how to interpret and actively use financial information and financial tools.

## Why this course now?

The new volatile business landscape *decreases the room for mistakes and waste rapidly. Even more important; the window to capture various opportunities opens and closes faster. Organisations will simply have to act faster and thus in a more decentralised way, and with even better understanding and control of the financial requirements and the financial consequences.*

## The new volatile business landscape

- An accelerated development and deployment of **digitalisation**. The latter comes on various levels in a multi-layer stack: IoT, big data, data science, analytics, AI, machine learning, Industry 4.0, 3-D printing, servitisation, new business models, eco-systems, blockchain & cybersecurity
- **Stagnant** economic growth
- **New geopolitical realities**, e.g. Trump, Xi Jinping, trade conflicts, Brexit and strong nationalistic agendas
- **Pressing environmental challenges**, e.g. global warming, air pollution and shortage of fresh water

## For whom and for what kind of companies?

This new course is for **non-financial managers** and other key people, having a significant impact on the financial performance of their companies. Companies mostly with a history in developing, manufacturing and selling tangible products. Companies now taking on the challenges and opportunities in the **new volatile business landscape**.

The participants have at least 8 years of professional experience and are often members of a management team (or will likely soon to be). The participants often share the experience of feeling hampered by having difficulties in understanding, or being able to use, arguments in “lingua economica”.

## The teachers

Magnus Bild and Mikael Runsten, Bild & Runsten AB represent an almost incomparably great experience of teaching non-financial managers in industrial companies the most relevant and useful parts of financial management. For further biographies, please meet Magnus and Mikael on LinkedIn.

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“This programme addresses several of the challenges industrial companies face today. I am confident that Bild & Runsten again will prove to be the best possible facilitators of learning. Not the least they are a guarantee for a set-up where participants can develop from sharing experiences.”

**Therese Friberg**  
**CFO**  
**AB Electrolux**



“In my experience, business decisions at all levels of the organisation in industrial companies require a relevant understanding of financial implications. What I have found especially useful when working with Bild & Runsten is the use of real examples based on current company reports. Significant changes in the strategic business landscape, with technology leaps and fierce international competition in an increasingly complex geopolitical context, call for the combination of speed and sound judgement. Companies must win and deliver business and generate long-term profitability in order to stay ahead of their competitors. I’m sure the Financial Management Program at KTH Executive School will help achieving that.”

**Åke Svensson**  
**Chairman of the Board,**  
**The Association of Swedish**  
**Engineering Industries**



# Financial Management in Industrial Companies

## Setup and practicalities

### Themes

1. *The project perspective*
  - Cash flow
  - Projects
  - Investments
2. *The period perspective*
  - Income statements
  - Balance sheets
  - Strategic footprints in financial reports
3. *Financial KPIs*
  - Growth
  - Financial strength
  - Profitability
4. *Control*
  - Budget
  - Scorecards
  - Product and service costing
5. *Communication*
  - Make a message stick
  - Negotiating financial matters
6. *Presentations of own projects/initiatives*

Albeit the headlines look generic, the content is tailor-made to the specific needs of industrial companies, as well as the specific needs of the participants. The latter according to an initial diagnostic test.

### The size and flow of the course

The content of the course is delivered over four months in a blend of F2F modules and highly interactive webinars. There are 3 three-day F2F modules and a final one-day F2F module. Between the F2F modules there are interactive webinars where participants will share their experience of having applied their new knowledge and inspire each other to take further steps implementing learnings.

### An effective learning place and accommodation

The F2F modules of the course take place on a country side conference center close to Stockholm and Arlanda airport. KTH Executive School handles the booking of accommodation prior to the start of the course.

### Fee

The fee for this course is SEK 120 000 (excl. VAT). All material and literature necessary for the course is included in the fee. Travelling and accommodation is not included in the fee. After having successfully finalised the course, the participants will, for free, get a subscription to 10 sessions in the web-based “financial gym”. This financial gym provides an excellent opportunity to maintain and deepen the newly acquired insights.

### Application and admission

To apply, see the website [kthexecutiveschool.se](http://kthexecutiveschool.se) – DEVELOPMENT OPPORTUNITIES – “Financial Management in Industrial Companies” and find the button “APPLY HERE”. The applicant’s employer must authorise the application. In the admission process KTH Executive School, together with Bild & Runsten, considers the applicant’s professional background as well as an adequate configuration of the group.







## Further information

For small print and other practical details, please see the description of “Financial Management in Industrial Companies” on the website [kthexecutiveschool.se](http://kthexecutiveschool.se).

Or contact the program directors :



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Connect with Anders, Ulf, Magnus and Mikael and meet their networks on LinkedIn.

## KTH Executive School, Bild & Runsten and our cooperation

KTH Executive School (KTHES) has a proven track record in delivering training for senior managers, officers and other key people in businesses where technology is core since 2001. The training is delivered in various forms, but always with the aim to ensure the capabilities required to develop and implement **new businesses, new strategies and new ways to operate**.

Bild & Runsten (B&R) has been helping individuals to develop and business to improve with a focus on **Financial Learning** since 2003. The work of B&R has won numerous pedagogical awards. B&R has always been an early adopter of new training technologies and serves as the sounding board for digital learning for top-ranked business schools all over the world.

As B&R and KTHES have many industrial customers in common, and as B&R has delivered highly rated discrete lectures for KTHES since 2004, it's simply natural that we now offer this course together.

### KTH Executive School AB

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KTH Executive School is a subsidiary of KTH Royal Institute of Technology, the oldest and largest university of technology in Sweden.

### Bild & Runsten AB

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Bild & Runsten AB is owned by four partners.