

Certificate in Tax and Revenue Management

Course Description

It is evident that understanding taxes and their structures are instrumental for the survival of a company. However, the devil is in the details which makes Tax and Revenue Management hard to learn. Luckily, business managers and investors do not need to know the details.

This Certificate in Tax and Revenue Management training course is designed to help business managers and professionals to understand the fundamental principles of taxation and how to apply them when making decisions. It also shows professional advisors how to become more effective consultants, and investors how to better analyze financial statements.

This training course will feature:

- The general framework of Taxation (Tax and Revenue Management)
- Importance and real case studies of how Tax and Revenue Management impacts strategic decision making?
- The process of Tax Planning
- Risk Management, Raising Capital, and Tax and Revenue Management
- Challenges and new trends of Tax and Revenue Management

OBJECTIVES

By the end of this training course, participants will be able to:

- Make the distinction between different types of taxes, structure and sources of regulation
- Understand the complex framework of Tax and Revenue Management
- Recognize the risk factors associated with choosing the form of your company and its impact on your Tax situation
- Appreciate the challenges of Financing Ongoing Operations and Tax Planning
- Make the link between Financial Statement Analysis and Proactive Tax Planning

TRAINING METHODOLOGY

This training course will utilize a variety of proven learning techniques to ensure maximum understanding, comprehension and retention of the information presented. This includes:

- A presentation in a highly inter-active manner
- Individual and group activities, interspersed throughout the sessions, along with appropriate case studies
- Video documentaries that will highlight the major teaching features

WHO SHOULD ATTEND?

This training course is suitable to a wide range of professionals but will greatly benefit:

- Current and potential Managers and business Leaders at all levels
- Those responsible for developing and leading strategic financial operations
- Team Leaders in the public or private sector
- Staff Members responsible for financial controls
- Non-finance Managers with financial responsibilities

Course Outline

DAY 1

Tax rates, Structure and Origin of Regulations

- The importance of taxes in business decisions
- Types of Taxes
- Basic Principles of Taxation
- Sources of Tax Laws
- Important Principles and Concepts in Tax Law

DAY 2

Understanding the Framework of Strategic Tax Planning

- Identifying the SAVANT Framework
 - Strategy
 - Anticipation
 - Value-Adding
 - Negotiating
 - Transforming
- Choosing a Legal Entity: Risk Management, Raising Capital, and Tax Management
- Applying SAVANT to Entity Choice : Specialized Legal Forms

DAY 3

Tax and Revenue Management: Operating the Firm

- Tax decisions and New Products and Product Improvement
- Company and Employee Tax Planning
- Market Penetration: Operating in different countries
- Financing Ongoing Operations and Tax Planning
- Financial Statement Analysis and Proactive Tax Planning

DAY 4

Tax Management and Changing the Original Form of the Company

- Analyzing different cases of Restructuring:
 - Financial Restructuring
 - Business Restructuring
 - Legal Entity Restructuring
 - Divestitures
 - Selling Off Parts of the Business
 - Selling a Business to an Outside Entity
- Analyzing different cases of Merger and Acquisition
 - Some General Tax Rules
 - Tax Free Mergers and Acquisitions
 - Statutory Mergers and Consolidations
 - Taxable Mergers and Acquisitions

Tax and Revenue Management for Multinational Corporations: Trends and Challenges

- Tax and Revenue Management strategies, namely:
 - The use of flow-through entities for divestitures
 - The use of flow-through entities for acquisitions
 - Liquidations of a subsidiary
 - The sale of a subsidiary
 - Bankruptcies
- New trends and challenges in today's economies