



Leadership Institute Learning Sessions (2 hours each)

Learning Objectives: This program features facilitated discussions of focus topics related to buying, owning, and/or leading a manufacturing company.

SAMPLE SCHEDULE

Week	Focus Topic	Learning Objectives
1.	Program Launch Dinner	Get to know your peers and the program!
2.	Business Finance & Accounting	<ul style="list-style-type: none"> Learn to read a financial statement. Understand the basics of accounting. Understand cash flow. Understand 15 key accounting ratios.
3.	Financial Modeling	<ul style="list-style-type: none"> Learn about discounted cash flow analysis. Understand how to create and use a discounted cash flow model. Understand the relationship between purchase price and return on investment for an acquisition. Understand the due diligence process.
4.	Business Banking and Commercial Credit	<ul style="list-style-type: none"> Learn about the different types of banks. Understand the difference between types of loans. Understand how banks evaluate financial statements when making credit decisions. Understand loan options backed by the U.S. Small Business Administration.
5.	Business Valuation	<ul style="list-style-type: none"> Learn the basics of business valuation. Understand current market pricing multiples. Understand the different business valuation methods and where each is appropriate.
6.	Culture as a Strategy	<ul style="list-style-type: none"> Leverage a framework to assess and drive culture change. Devise a plan to create culture and manage guardians of the status quo.
7.	Insurance and Risk Management	<ul style="list-style-type: none"> Learn about insurance and managing risks through the due diligence process. Understand insurance in the context of an acquisition. Understand essential insurance for a business owner and employees.
8.	Acquisition Best Practices	<ul style="list-style-type: none"> Learn about M&A best practices. Understand how to develop and execute an acquisition strategy. Understand how and why to bring a partner into a deal. Understand how to integrate an acquisition into your existing business.
9.	Manufacturing Technology	<ul style="list-style-type: none"> Define Industrial IoT in terms of relevant business value. List operational areas of improvement that can drive quantifiable financial returns. Identify Manufacturing Works initiative to help member companies.
10.	Panel: Business Owner Highlights	Hear a panel of business owners tell their stories and share their lessons learned.
11.	Program Graduation	Celebrate!