



**Institute of  
Management Technology**  
Ghaziabad, Delhi NCR



# Finance for Non-Finance Executives



<https://www.imt.edu/open-programs/>

## ABOUT US

Established in 1980, the Institute of Management Technology Ghaziabad is one of India's leading management institutions with strong national and global recognition. Set up under the aegis of the Lajpat Rai Educational Society, IMT Ghaziabad is among the earliest business schools in India to receive AACSB accreditation and is also accredited by SAQS, AIU, and NBA. The institute features among the Top 100 globally in the Financial Times Masters in Management 2024 and is ranked number one in India and 66th worldwide in the Financial Times Masters in Finance 2025. IMT Ghaziabad is also ranked 30th in the NIRF India Rankings 2025 for Management.

## PROGRAM CONTEXT

Managers across various domains are required to make decisions that may have critical financial consequences. The decisions may include launching a new product, negotiating with suppliers, managing teams, investing in tech-upgradation, or entering new markets. All these business decisions will eventually impact profitability, cash flows, and shareholder value. This programme equips non-finance executives with the financial knowledge and analytical tools needed to understand business performance, communicate effectively with finance teams, and make financially sound strategic decisions.

## PROGRAM OBJECTIVES

- To develop a comprehensive understanding of financial statements and their use in managerial analysis, performance evaluation, and control.
- To examine contemporary cost management techniques and their application in strategic and operational decision-making.
- To understand modern corporate finance theories and their relevance to investment, financing, and other key financial decisions.
- To build proficiency in valuation and financial planning as essential tools for analyzing investment opportunities, capital structure choices, financing strategies, and dividend policy decisions.
- Communicate effectively with finance professionals and senior leadership.
- To understand how Artificial Intelligence, Machine Learning, and Generative AI are influencing financial decision-making, and business strategy.

## DELIVERABLES

Program modules

The program will cover the following topics:

## **Module 1: Introduction to Financial Management**

Principal Agent Theory (Agency Costs), Governance and Board of Directors, Objective of Financial Management, Time Value of Money, Fundamentals of the three financial management decisions; Investment Decision, Financing Decision, Working Capital Decision, AI and ML applications in financial management (evaluate project proposals, scenario and sensitivity analysis), AI risks and Governance.

## **Module 2: Understanding and Analyzing Financial Statements**

Balance Sheet, Income Statement, Cash Flow Statement, Linkages among statements, Red flags in financial reports, Auditor function, Accounting Reports, ESG Reporting, Institutional Framework, and the Financial Accounting Process.

## **Module 3: Financial Analysis for Decision Making**

Profitability analysis, Liquidity and solvency, Working capital management, Ratio analysis, Benchmarking competitors.

## **Module 4: Cost Management and Profitability**

Introductions to Costs and Cost structures, Fixed vs Variable, Overhead Costing, Contribution and Break-even Analysis, Relevant Costs for Decision Making.

## **PEDAGOGY:**

The MDP will utilize a combination of theoretical and practical pedagogies which are highly interactive in nature, including:

- In-class Lectures:
- Case Study and Simulations
- Role-playing exercises, including Peer discussion to develop critical thinking abilities

## **TARGET AUDIENCE:**

- Mid and senior-level finance professionals seeking a strategic business perspective.
- Operations, Marketing, and Sales Managers
- Human Resource Leaders

- Project Managers, Plant Heads, Functional Heads
- Business Unit Leaders, Entrepreneurs, Start-up Founders
- Newly promoted senior managers
- Non-finance executives preparing for leadership roles
- Existing/Aspiring Board Members and Directors
- Executives/Managers from other Departments

## PROGRAM DIRECTORS:

Name: Abhinav Sharma  
Designation: Assistant Professor  
Area: Finance

Name: Ashish Varma  
Designation: Professor  
Area: Finance

### **Administrative Details:**

Date(s): November 2026  
Mode: offline  
Venue: IMT Ghaziabad

*Note: On successful completion of the program, the participants will be awarded a Certificate of participation from the Institute.*







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## Management Development Program Office

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