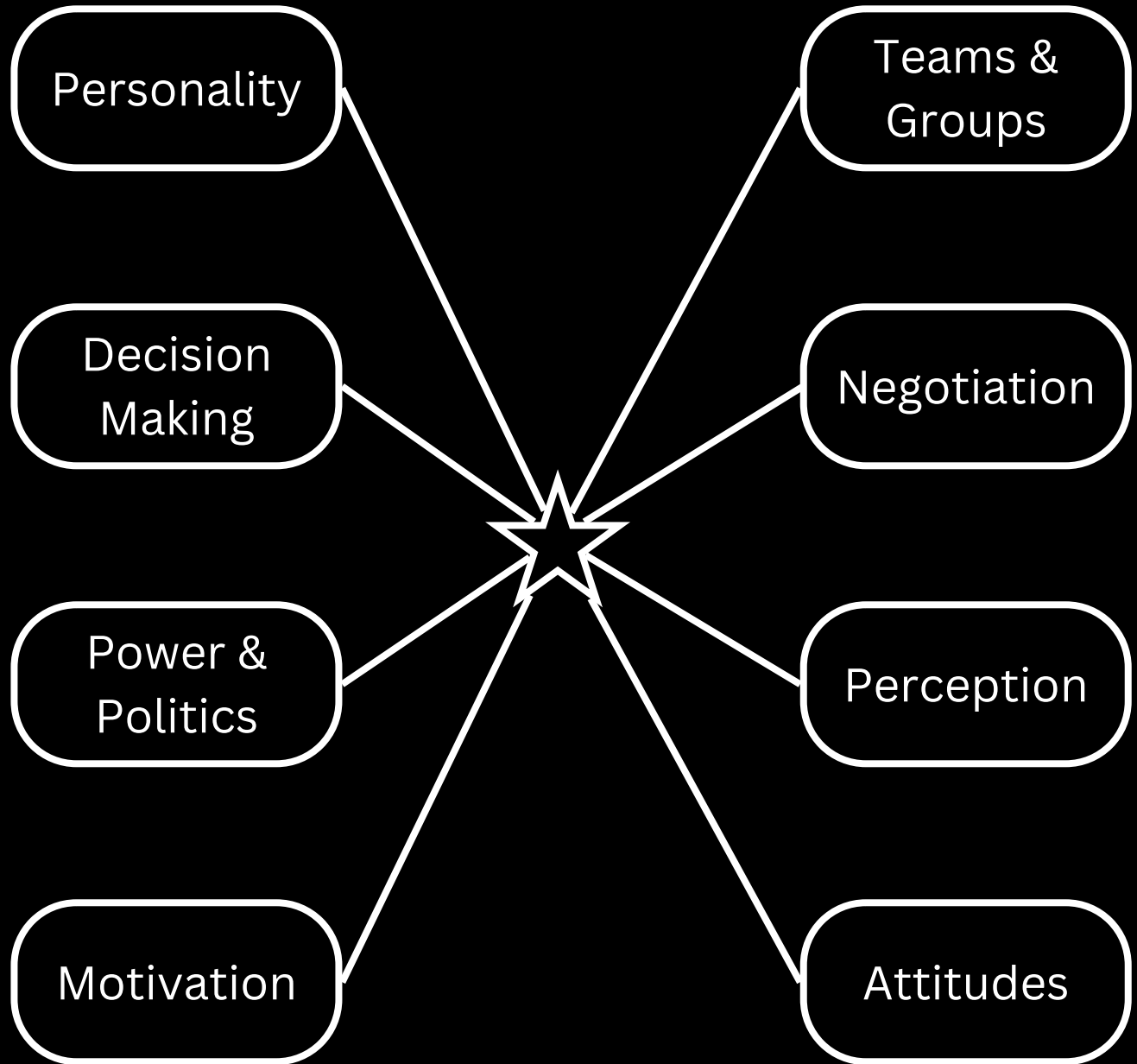


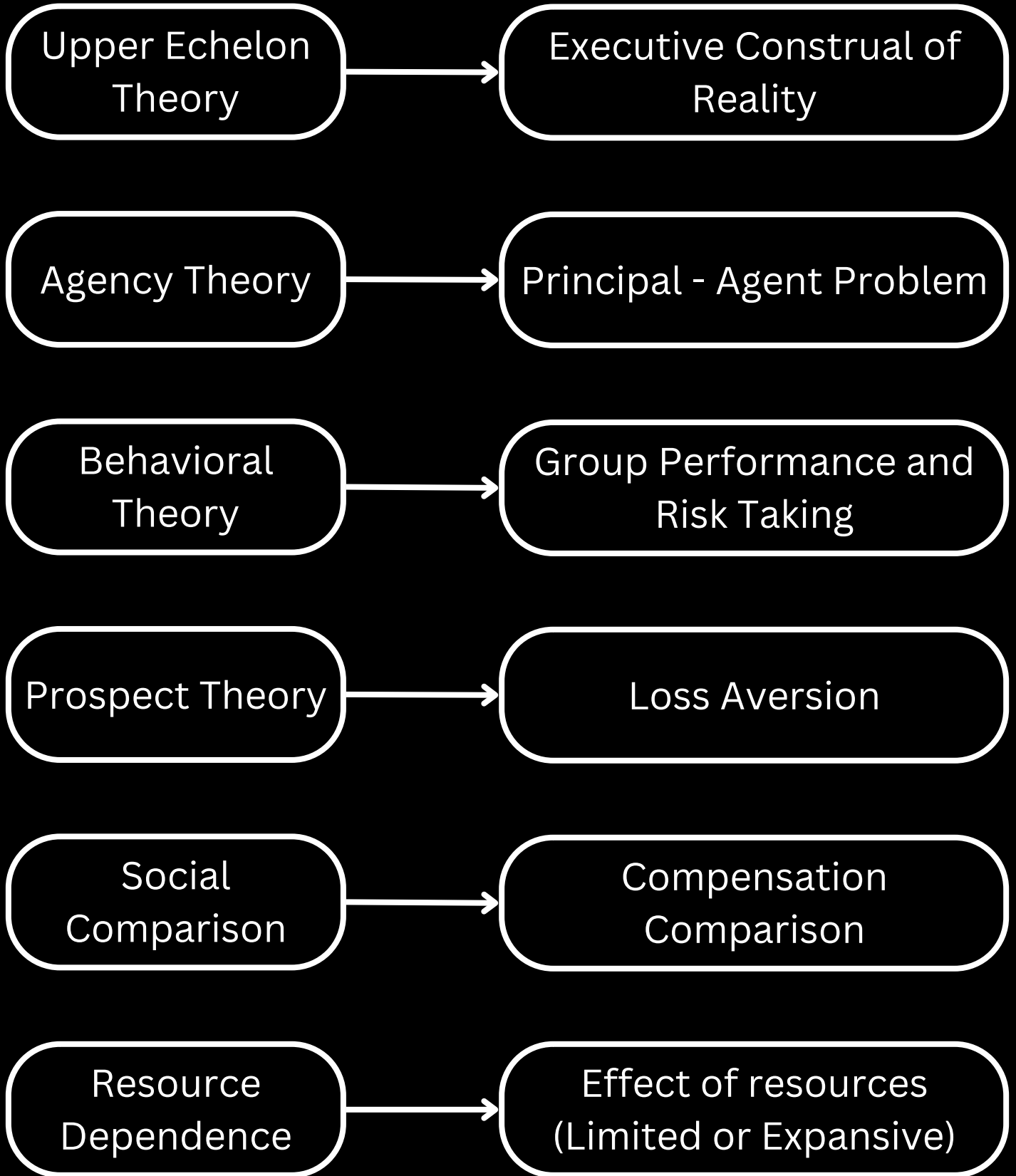
Very-Mini MBA for Civil Engineers

- 1. Organizational Behavior**
- 2. Strategy / Leadership**
- 3. Communications**
- 4. Marketing**
- 5. Operations**
- 6. Accounting**
- 7. Finance**
- 8. Economics**

Organizational Behavior



Strategy / Leadership



Communications

Written

· A Plain English
· Handbook

· *How to create clear
· SEC disclosure documents*

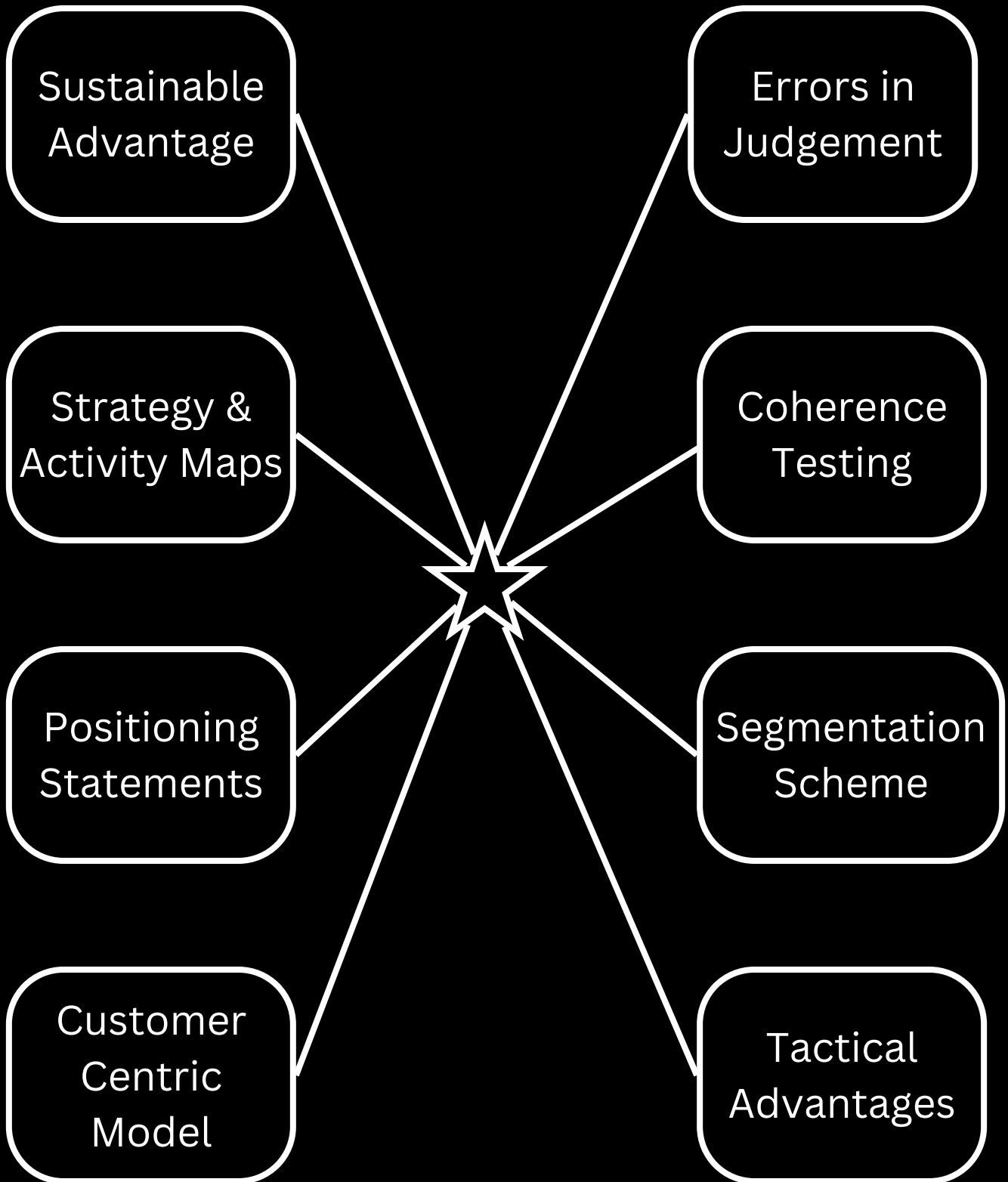
The Day_you Became a Better Writer

Verbal

What It Takes to Give a Great Presentation

Join Toastmasters

Marketing



Accounting



1. Balance sheet



2. Income statement



3. Statement of cash flows

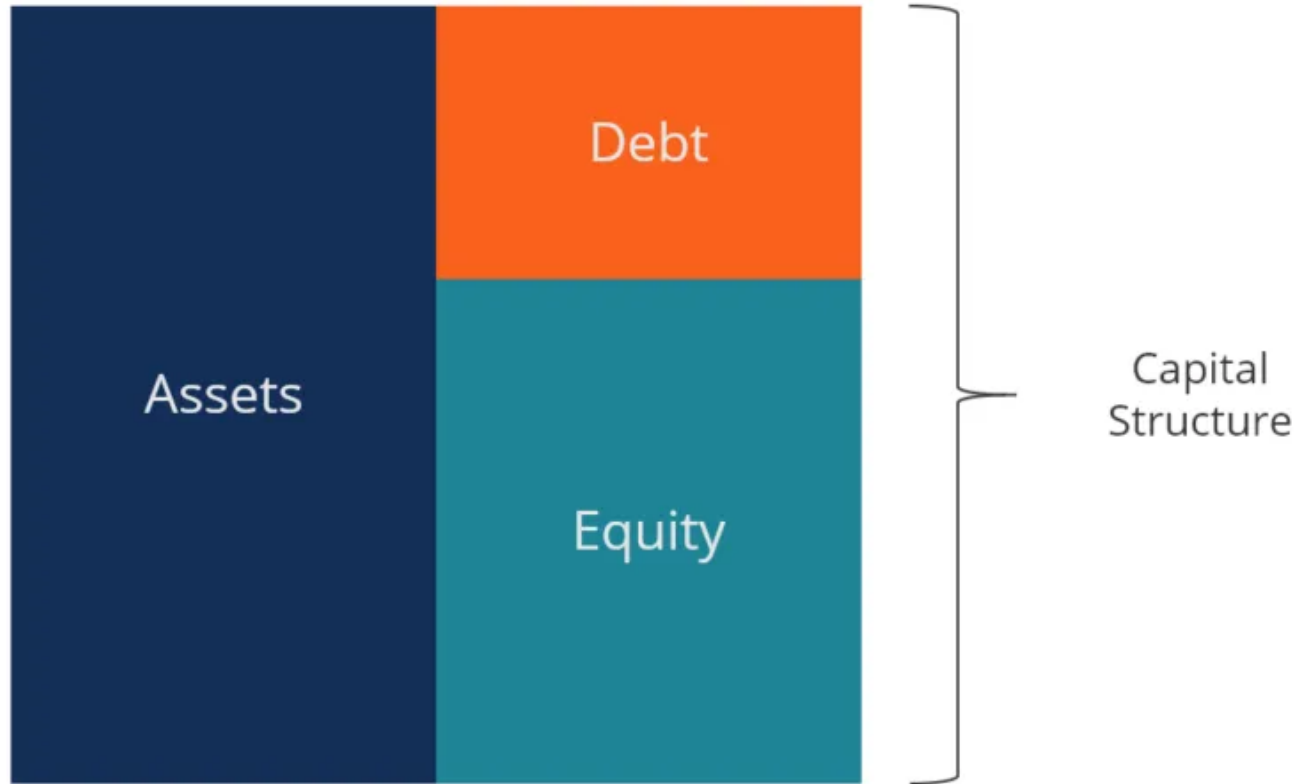


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Income Statement								
Revenue	102,007	118,086	131,345	142,341	150,772	158,311	165,435	172,052
Cost of Goods Sold (COGS)	39,023	48,004	49,123	53,254	57,310	58,575	61,211	61,939
Gross Profit	62,984	70,082	82,222	89,087	93,462	99,736	104,224	110,113
Expenses								
Salaries and Benefits	26,427	22,658	23,872	23,002	25,245	25,000	25,000	25,000
Rent and Overhead	10,963	10,125	10,087	11,020	11,412	10,000	10,000	10,000
Depreciation & Amortization	19,500	18,150	17,205	16,544	16,080	15,008	15,005	13,003
Interest	2,500	2,500	1,500	900	900	900	900	900
Total Expenses	59,390	53,433	52,664	51,466	53,637	50,908	50,905	48,903
Earnings Before Tax	3,594	16,649	29,558	37,622	39,825	48,827	53,319	61,210
Taxes	1,120	4,858	8,483	10,908	11,598	13,672	14,929	17,139
Net Earnings	2,474	11,791	21,075	26,713	28,227	35,156	38,389	44,071
Balance Sheet								
Assets								
Cash	167,971	181,210	183,715	211,069	239,550	274,339	317,122	328,798
Accounts Receivable	5,100	5,904	6,567	7,117	7,539	7,807	8,158	8,485
Inventory	7,805	9,601	9,825	10,531	11,342	11,715	12,242	12,388
Property & Equipment	45,500	42,350	40,145	38,602	37,521	37,513	32,508	44,505
Total Assets	226,376	239,065	240,252	267,319	295,951	331,374	370,030	394,175
Liabilities								
Accounts Payable	3,902	4,800	4,912	5,265	5,671	5,938	6,205	6,279
Debt	50,000	50,000	30,000	30,000	30,000	30,000	30,000	10,000
Total Liabilities	53,902	54,800	34,912	35,265	35,671	35,938	36,205	16,279
Shareholder's Equity								
Equity Capital	170,000	170,000	170,000	170,000	170,000	170,000	170,000	170,000
Retained Earnings	2,474	14,265	35,340	62,053	90,280	125,436	163,825	207,897
Shareholder's Equity	172,474	184,265	205,340	232,053	260,280	295,436	333,825	377,897
Total Liabilities & Shareholder's Equity	226,376	239,065	240,252	267,319	295,951	331,374	370,030	394,175
Check	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000
Cash Flow Statement								
Operating Cash Flow								
Net Earnings	2,474	11,791	21,075	26,713	28,227	35,156	38,389	44,071
Plus: Depreciation & Amortization	19,500	18,150	17,205	16,544	16,080	15,008	15,005	13,003
Less: Changes in Working Capital	9,003	1,702	775	903	827	375	611	398
Cash from Operations	12,971	28,239	37,505	42,354	43,480	49,789	52,783	56,676
Investing Cash Flow								
Investments in Property & Equipment	15,000	15,000	15,000	15,000	15,000	15,000	10,000	25,000
Cash from Investing	15,000	15,000	15,000	15,000	15,000	15,000	10,000	25,000

Finance

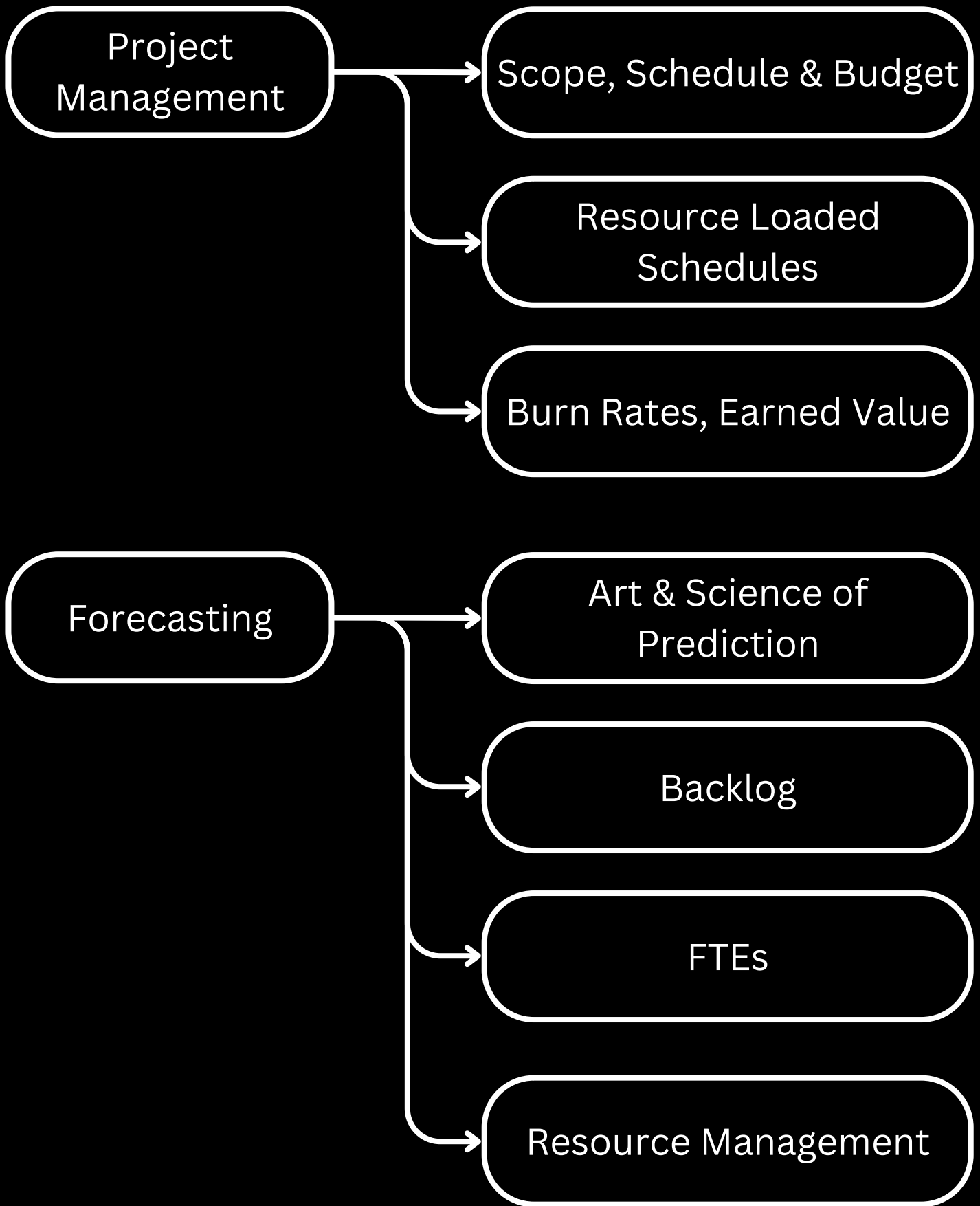


Corporate Finance Activities

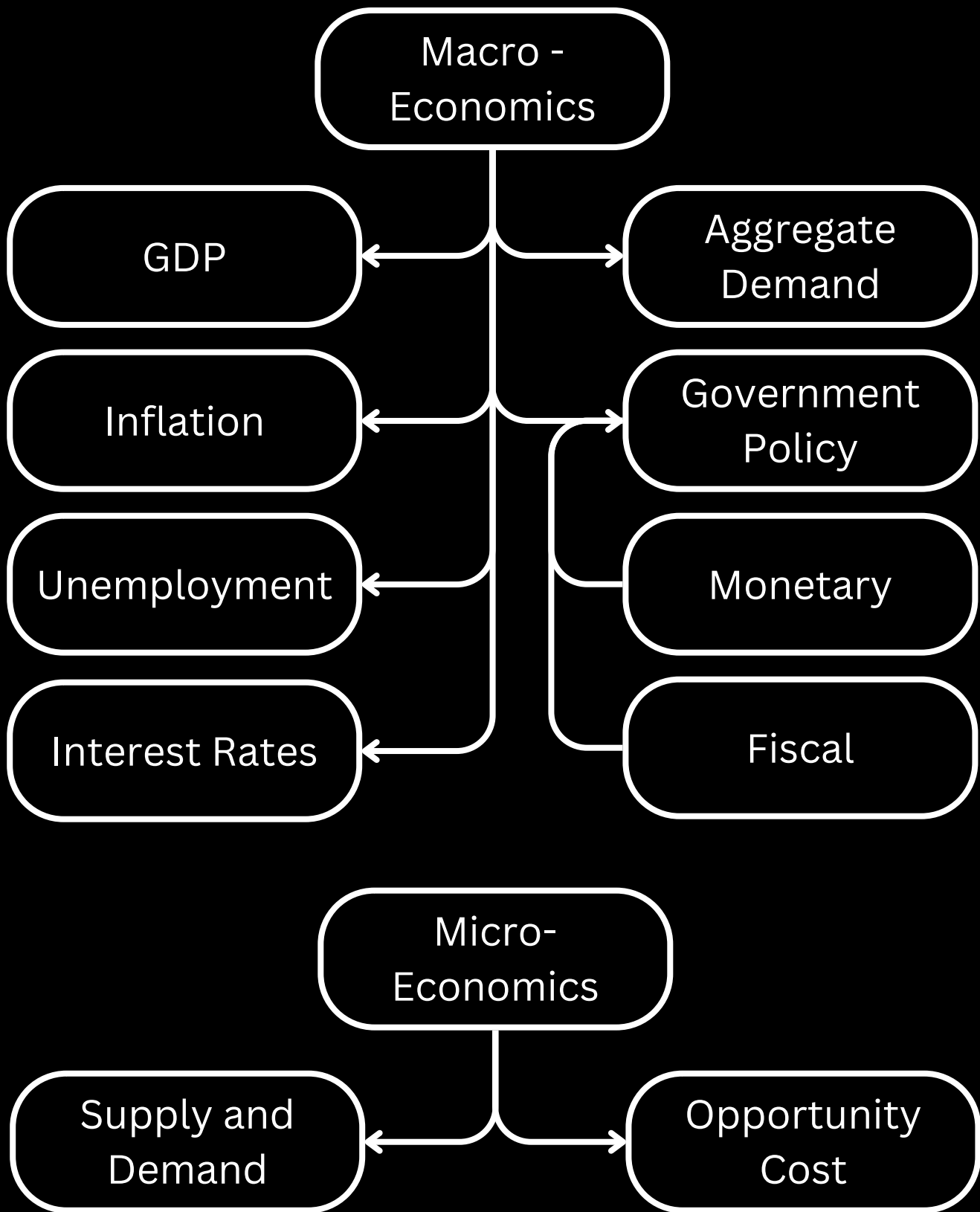
Capital Investments	Capital Financing	Dividends & Return of Capital
Decide what projects / acquisitions to invest in Earn the highest possible risk-adjusted return	Determine how to fund capital investments Optimize the firm's capital structure	Decide how and when to return capital to investors

- Interest rates and spread
- Yields
- Free Cash Flow (FCF)
- WACC
- Rate of Return (ROR)
- Return on Investment (ROI)
- Dividends
- Value Creation
- Risk and Return
- Valuation
 - DCF Analysis
 - COMPS
 - Precedence
 - Benchmark

Operations



Economics





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