



Continuing Professional Development CFI On-Demand Courses

January – March 2023



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Registration Information

Corporate Finance Institute (CFI) on-demand courses are designed for finance professionals and industry practitioners who want to master the art of corporate finance.

The courses move through three levels of mastery for anyone looking to be an expert in financial modeling, valuation, and financial analysis.

Participants typically include professionals in entry to mid-level positions in financial planning and analysis (FP&A), corporate development, treasury, investor relations, and capital markets.

All participants are automatically issued certificates of completion after successfully finishing each course.

How to get started:

- Submit your registration form to CPAPEI.
- CPAPEI will email you a web link, as well as a personalized coupon code so you can access the course.

These titles are available until March 31st, 2023. Registrants will have access to the material for 90 days from the registration date.

5 C's of Credit

Learn the framework to measure the creditworthiness of potential borrowers

Course Code: PDC01

CPD Hours: 2 hours

Price: \$ 90

In this 5 Cs of Credit course, we will explore the 5 characteristics that lenders use to assess the overall creditworthiness of potential borrowers: Character, Capacity, Capital, Collateral, and Condition.

At the end of each chapter, we will put it all together in a case study. You will read the results of a company's management assessment, financial analysis, business and industry analysis, and identify the strengths and weaknesses of this company's credit.

Upon completing this course, you will be able to:

- Explain each characteristic in the 5 Cs of credit framework
- Identify the key credit strengths and weaknesses of a company by examining various sources of information
- Discuss how the 5 Cs of credit are used to assess the borrower

Advanced Excel Formulas

Learn Advanced Excel Formulas and Functions for Financial Analysis

Course Code: PDC02

CPD Hours: 4 hours

Price: \$ 90

Learn the most advanced formulas, functions and types of financial analysis to be an Excel power user. This course builds on our free Excel Crash Course and is designed specifically for spreadsheet users who are already proficient and looking to take their skills to an advanced level.

This advanced tutorial will help you become a world class financial analyst for careers in investment banking, private equity, corporate development, equity research and FP&A.

This advanced Excel training course starts with a blank spreadsheet and quickly dives into using combinations of functions and formulas to perform dynamic analysis.

The main formulas and functions covered in this course:

- INDEX and MATCH
- IF with AND /OR
- OFFSET combined with other functions
- CHOOSE for creating scenarios
- INDIRECT combined with other functions
- XNPV and XIRR
- CELL, COUNTA and MID functions combined together
- PMT, IPMT and principal payment calculations

The main types of data analysis in this tutorial include:

- Databbles
- Pivot tables
- Column and line charts
- Stacked column charts
- Waterfall charts
- Gauge charts

Assessing Drivers of Business Growth

Learn framework and tools used to assess the opportunities and risks faced by a business

Course Code: PDC03

CPD Hours: 2 hours

Price: \$ 90

Understanding the key drivers of a business' growth is vital to determining the company's debt capacity and its ability to fulfill debt with its cash flows. This helps credit analysts make sound credit decisions. In this Assessing Drivers of Business Growth course, we will look at the overall framework for assessing business growth including analyzing the external economy, the industry, and the company itself. We will explore the commonly used tools by credit analysts to perform analyses on various aspects of a company and summarize the external and internal factors impacting the business' growth. By the end of this course, you should feel comfortable determining whether a company is in good operational or financial condition.

Upon completing this course, you will be able to:

- Understand the framework for assessing corporate business growth
- Analyze the external economy that a company operates in using PESTEL analysis
- Analyze a company's industry by looking at Porter's five forces and the industry lifecycle
- Assess a company's lifecycle, risks, and competitive advantage
- Perform SWOT analysis to evaluate a company's internal and external environment

Behavioral Finance

The influence of psychology on the behavior of financial practitioners

Course Code: PDC04

CPD Hours: 3 hours

Price: \$ 180

Behavioral finance is the study of the influence of psychology on the behavior of financial practitioners. In this three-part course, you will learn about the wide range of decision-making biases and information processing errors that influence our financial decision making.

Module 1 - Decision Making Biases and Errors

- Overview of decision-making biases and errors
- Reflective versus reflexive decision making
- The impact of overconfidence and optimism on decision making

Module 2 - Information Processing Errors

- Self-attribution and hindsight biases
- Confirmation and representative biases
- Guarding against the narrative fallacy

Module 3 - How Decisions are Impacted by Others

- Anchoring bias
- Loss aversion
- Herding versus independent thinking??

Business Valuation Modeling Part II

A detailed walkthrough of business valuation techniques and modeling

Course Code: PDC05

CPD Hours: 4 hours

Price: \$ 250

This Business Valuation Modeling Part II course is designed to explore in more depth, some of the valuation techniques introduced in the first part of the Business Valuation Modeling course, as well as review new topics such as merger modeling. This course will walk through the detailed process of constructing a comparable company analysis, merger model, and precedent transaction analysis using data obtained from the S&P Capital IQ platform as well as the Excel plugin tool.

Upon completing this course, you will be able to:

- Explore in detail how to construct a comparable company analysis with financial information obtained directly using the Capital IQ Excel plugin tool
- Understand how to perform a merger analysis on several targets using comparable company data
- Explore in detail how to construct a precedent transactions analysis
- Understand the components of a Public Information Book (PIB) and where to source each of the components

Commercial Mortgages

Explore the key elements in a commercial mortgage with a client case study.

Course Code: PDC06

CPD Hours: 3 hours

Price: \$ 250

This Commercial Mortgages course explores the elements that determine loan details for income-producing investment properties. Commercial mortgages are used to fund real estate investment ventures and are important for any credit analyst who wishes to understand issues relevant to real estate financing or would like to specialize in the real estate sector.

In this course, we examine key metrics of the real estate lending process and dive into the key underwriting parameters for commercial mortgages. We also work through a realistic client example to understand the inner workings of a commercial mortgage deal. In this case study, we examine a rent roll analysis, risk rating, and the pricing of the loan.

Upon completing this course, you will be able to:

- Examine key property valuation metrics like net operating income (NOI) and capitalization rates; and understand how they relate to the credit analysis process
- Review key property parameters and how they inform the underwriting process
- Work through an example property to see the end-to-end underwriting process
- Understand how key variables drive loan amount, risk rating, credit terms, and mortgage pricing

Construction Finance Fundamentals

Learn the key fundamentals of construction finance

Course Code: PDC07

CPD Hours: 2 hours

Price: \$ 180

This Construction Finance Fundamentals course is the first course of a three-course series. It provides a preliminary understanding of the real estate development process and delves deeper into the construction phase. It provides knowledge on various phases in real estate construction, key market players, construction due diligence checklists, types of construction contracts, different types of construction forms, and how each form is aligned with particular asset types.

Upon completing this course, you will be able to:

- Describe the different phases of the real estate development process and identify key players
- Understand how due diligence reports are used and recognize different forms of construction contracts
- Understand the different types of building construction forms

Dashboards & Data Visualization

How to build a custom Excel dashboard and use the best data visualization techniques

Course Code: PDC08

CPD Hours: 4 hours

Price: \$ 90

This in-depth course will teach you how to build a custom Excel dashboard using professional data visualization techniques. By the end of the course you will have a solid understanding of how to tell a story by combining data, charts, graphs, and other visuals.

This Excel dashboards course should be taken by any type of financial analyst working in corporate finance. This includes financial planning & analysis (FP&A), corporate development, equity research, and investment banking.

This course will teach you all about the most important data visualization techniques, including:

- How to focus attention
- How to use white space effectively
- Storytelling with data
- Narrative techniques
- A variety of visuals
- How to use affordances
- Storyboarding

Additionally, this online course will teach you how to create a dashboard in Excel from scratch. The main dashboard topics covered in this class include:

- Page layout and design
- Linecharts
- Area charts
- Column and bar charts
- Gaugecharts
- Formatting and design

Environmental Due Diligence for Credit

Learn the environmental due diligence process and why it is an important part of credit analysis

Course Code: PDC09

CPD Hours: 3 hours

Price: \$ 180

This Environmental Due Diligence course examines why the process is important and when it should be a part of the overall credit analysis, along with what elements and steps go into the actual ESA itself, and subsequently what information and recommendations will generally appear in the corresponding report.

Upon completing this course, you will be able to:

- Explain why environmental due diligence is important in the credit assessment process;
- Identify environmental risk factors at a property or within a business operation;
- Conduct an effective site visit and complete an environmental site questionnaire;
- Describe the different types of environmental site assessments; and
- Read and interpret a Phase I Environmental Site Assessment report

Equipment Finance

Learn the concepts behind non-real estate capital expenditures to grow fixed assets on the balance sheet

Course Code: PDC10

CPD Hours: 2 hours

Price: \$ 180

This Equipment finance course will explore the concepts behind non-real estate capital expenditures to grow fixed assets on the balance sheet. We will identify the sources of equipment financing to understand the different types of lenders before moving onto the differences and similarities between term loans, capital leases, and operating leases.

Upon completing this course, students will be able to:

- Identify different financing options for non-real estate capital expenditures,
- Explain how security filings and public registries work,
- Define the differences and similarities between term loans, capital leases, and operating leases,
- Adjust financial statements for an example client that has an operating lease,
- Calculate adjusted lending ratios for borrowers that use operating leases, and,
- Explain financing structures for new and used equipment.

Evaluating a Business Plan

How to perform an extensive business plan evaluation, practicing with a case study

Course Code: PDC11

CPD Hours: 3 hours

Price: \$ 90

In the Evaluating a Business Plan course, we will provide key insights into the business plan development process and let students practice by working through a practical case study.

The course will start by sharing an overview of the components which make up a business plan, prior to delving into each element. At the end of each module, students will have the ability to work through the relevant section of the case to further hone their knowledge of the topic.

The various modules look at the development of business plan cover pages, executive summaries, company descriptions, management and operations (including management profiles and organizational charts), services or product lines, market analyses (including the competitive landscape, and SWOT/PESTEL analyses), marketing and sales, financial management and projections (including key financial ratios), and appendices.

Upon completing this course, you will be able to:

- Understand how to develop a business plan
- Perform qualitative and quantitative analysis
- Explain crucial business plan concepts
- Learn how to evaluate the business plan of a company (case study)

How to Read a Commercial Real Estate Appraisal

Learn to read, structure, and assess a commercial real estate appraisal.

Course Code: PDC12

CPD Hours: 2 hours

Price: \$ 180

This How to Read a Commercial Real Estate Appraisal course examines a key piece of the commercial real estate value chain from the perspective of a credit analyst. We will understand why appraisals are an integral part of the real estate due diligence process by exploring key sections of a commercial real estate appraisal document.

This How to Read a Commercial Real Estate Appraisal course will also enable you to explore the nuances of completing a commercial real estate appraisal, by giving you a practical demonstration of how to complete a real estate appraisal checklist from the perspective of a credit analyst.

Upon completing this course, you will be able to:

- Understand why appraisals are such an important part of the real estate due diligence process
- Identify key sections of the report and where to find the most important information
- Complete a real estate appraisal checklist
- Analyze multiple valuation approaches
- Understand how the appraiser uses comparable properties
- Identify what makes a good comparable property

[How to Read a Lease and Analyze a Rent Roll](#)

Learn the key contents of a typical real estate lease and how to read and evaluate a rent roll.

Course Code: PDC13

CPD Hours: 2 hours

Price: \$ 180

Real estate leases are extremely important to understand, as the lease payments may become the primary source of repayment for any financing you may extend to the borrower.

This course explores the contents and key components of a typical lease. We will discuss different lease types and the key risk considerations. Then, we will learn to calculate lease rates and analyze the terms and conditions. We will also consider estoppel certificates. Finally, we will explore how to read and evaluate a rent roll.

Upon completing this course, you will be able to:

- Outline the contents of a typical lease
- Analyze the key components of a lease
- Explore different lease types
- Identify red flags in leases
- Read and analyze a rent roll

[Intermediate Options - Trading Strategies](#)

Learn key option concepts and 10 popular option trading strategies

Course Code: PDC14

CPD Hours: 4 hours

Price: \$ 180

This Intermediate Options – Trading Strategies course provides an overview of the fundamental derivative concepts, the mechanics of options, and 10 popular option trading strategies.

We will explore various option trading strategies such as:

- Outright call purchase
- Covered call
- Outright put purchase
- Protective put
- Collar
- Put writing
- Call spread
- Put spread
- Straddle
- Strangle

Upon completing this course, you will be able to:

- Describe the key derivative concepts and terms
- Understand how over-the-counter (OTC) options differ from exchange-traded options
- Identify how moneyness affects option values
- Differentiate between the intrinsic and extrinsic values of an option
- Explain the importance of volatility for options
- Define the option Greeks
- Evaluate various option trading strategies and identify when to use each

Introduction to ESG

An overview of the Environmental, Social, and Governance (ESG) framework

Course Code: PDC15

CPD Hours: 2 hours

Price: \$ 60

Environmental, Social, and Governance (ESG) has gained increasing attention over the past few years, with many institutional investors investing only in those companies that provide ESG performance reporting. In fact, ESG has considerations relevant to analysts and investors, consumers and employees, and has become a key topic of discussion at the Board table. This course provides an overview of an ESG framework and how it supports a company's overall risk management. It examines each component in detail and provides insight into how they converge to impact a company and its stakeholders. The course also discusses how to look at corporate pressures & stakeholder expectations and their impact on risk identification and business success. Lastly, we look at key considerations from both the company and investor perspectives, before applying theory to practice in a final case study.

Upon completing this course, you will be able to:

- Explain what ESG is and its relevance to making financial decisions
- Describe key environmental, social, and governance issues
- Explain how stakeholders influence corporate ESG performance
- Analyze ESG risks and opportunities
- Assess ESG company performance using publicly available information

Mergers & Acquisition (M&A) Modeling

Build a financial model for mergers and acquisitions (M&A) step by step in Excel

Course Code: PDC16

CPD Hours: 6 hours

Price: \$ 250

This advanced financial modeling course on mergers and acquisitions is designed for professionals working in investment banking, corporate development, private equity, and other areas of corporate finance that deal with analyzing M&A transactions.

M&A Modeling Course Objectives:

- Learn how to structure an M&A model in the most efficient way
- Set up all the assumptions and drivers required to build out the M&A model
- Calculate all the necessary adjusting entries required to create a post-transaction balance sheet
- Integrate the acquirer and the target into a pro form model
- Calculate the accretion or dilution of key per share metrics post-transaction
- Perform sensitivity analysis on key assumptions and assess the overall impact of the transaction

Mergers and Acquisitions Course Case Study:

This course is built on a case study of Online Company Inc acquiring Brick 'n' Mortar Co. Through the course of the transaction, students will learn about:

- The construction of a detailed Pro Form a model
- Analysis of synergies, revenue enhancements, cost structures
- Integration considerations
- Accretion / dilution analysis
- Deal terms and structuring
- The strategic impact of combining the businesses
- Share preimpact

Real Estate Financial Modeling

Build a real estate development model - financial modeling real estate Excel

Course Code: PDC17

CPD Hours: 6 hours

Price: \$ 250

Build a dynamic Real Estate Financial Model to evaluate the investment return profile of a development project in Excel. This financial modeling real estate excel course is designed for development professionals, lending / banking analysts, surveyors, and anyone interested in mastering the art of building a real estate development model from scratch. In this real estate modeling course, you will learn step-by-step how to build a dynamic a financial model that incorporates sensitivity analysis of development costs, sales prices, and other aspects of development.

This real estate development financial modeling in Excel course is designed for anyone who is seeking to develop intermediate to advanced financial modeling skills and become an expert financial modeling for real estate development.

Key Learning Objectives:

- Real estate industry Overview
- Calculate Cap Rate and Net Operating Income (NOI)
- Build an interactive financial model to assess a project's financial viability
- Understand how to project real estate financing (both debt and equity) flow in and out depending on stage of development
- Design and structure of an Excel-based project finance model
- Modeling cash flows for a real estate development project
- Build in "triggers" and sensitivities to understand a project's exposure to key drivers
- Build in ownership and financial structures (debt & equity)
- Calculate Internal Rate of Return (IRR), Return on Sales, Return on Cost
- Produce a one-page investment summary memo

Real Estate Fundamentals

Explore the core concepts of commercial real estate lending.

Course Code: PDC18

CPD Hours: 2 hours

Price: \$ 180

This Real Estate Fundamentals course examines the core concepts of real estate lending. We will look at the different commercial real estate loan types and the factors real estate lenders must consider when lending for different properties.

This Real Estate Fundamentals course will also explore the timeline and process of real estate transactions and give you a practical demonstration of real estate credit analysis.

Upon completing this course, you will be able to:

- Identify differences and similarities between commercial real estate loan types
- Interpret key underwriting parameters for commercial real estate lending
- Compare equity lending and cash flow lending
- Calculate lending ratios and appropriate loan amounts
- Explain the timeline and end-to-end process of a commercial real estate transaction

Renewable Energy - Solar Financial Modeling

Learn financial modeling for the renewable energy industry

Course Code: PDC19

CPD Hours: 7 hours

Price: \$ 195

This Renewable Energy - Solar Financial Modeling course covers the most critical concepts in evaluating a renewable energy project. This advanced course will guide you through a case study on a solar energy project. You'll be given a confidential information memorandum (CIM) which contains all the project details and financials that you will need to build a financial model and analyze the return to investors. Upon completing this course, you'll be able to construct an industry-specific financial model to evaluate the profitability of a renewable energy project.

By completing this strategy course, you'll be able to:

- Learn the definition of renewable energy and important terms used in the industry.
- Understand the development timeline and funding structure of a solar project.
- Construct a robust financial model for a solar project based on the provided assumptions.
- Calculate the key return metrics (NPV, IRR, credit metrics, cash flow, and payback) and capital stack to assess the profitability of the project.

SQL Fundamentals

Learn SQL by doing interactive exercises direct to a Microsoft Azure Studio database.

Course Code: PDC20

CPD Hours: 5 hours

Price: \$ 250

SQL plays a foundational role in Business Intelligence as it provides us with a way to extract data from databases for use in other BI tools.

This course covers SQL's foundational syntax and essential transformations with practical, hands-on examples. To do this, learners are provided with access to an Azure Data Studio data warehouse from which they can run the queries taught throughout this course. Connecting to the data warehouse is simple and can be from a Windows, iOS, or Linux computer.

Upon completing this course, you will be able to:

- Retrieve and filter data using basic SQL syntax
- Transform data with the help of numerical, date, and text functions
- Identify strategies for constructing an unbiased sample
- Understand essential terminology related to SQL, databases, and data warehouses