



Julie Hawkins



Liam Doran

CPD at

**AccountancySchool.ie**   
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**CLASSROOM & ONLINE COURSES FOR**

CPD

**CPD** (CLASSROOM & ONLINE)

- ACCA
- CIMA
- ACA
- CPA

**DIP IFR**

(CLASSROOM & ONLINE)

AccountancySchool.ie is the leading provider of ACCA, CIMA and ACA courses in Ireland. Chartered Grind School (CGS) delivers the courses for students of the Institute of Chartered Accountants and AccountancySchool.ie delivers courses for students of ACCA and CIMA. The College is an ACCA Platinum Approved college and an Advanced Learning partner with CIMA.



**Independent Colleges was established in 2007. In 2013 AccountancySchool.ie was founded as a separate business to Independent Colleges and provides training courses to professional accountancy students.**

**Our new CPD School will deliver seminars which meet the CPD requirements of ACCA, CIMA, ACA and CPA.**

Our new **CPD School** will deliver seminars which meet the CPD requirements of ACCA, CIMA, ACA and CPA.

What has the AccountancySchool.ie got that is unique for CPD seminars?

1. We have a list of distinguished lecturers who will ensure that the sessions are delivered in an engaging and enlightening manner, including.
  - Liam Doran: Financial Reporting and Investment analysis.
  - Julie Hawkins: Tax seminars.
  - Dr. Val Corbett: Employment law and GDPR (General Data Protection Regulations).
  - Sean McLoughney: Setting SMARTER goals that improves engagement and performance.
2. The seminars are streamed live which ensures that all courses can be attended from any location in the country.
3. We will ensure that the material conveyed is relevant, practical and delivered in enough detail to ensure you leave the session with a sense that your knowledge base has been enhanced.

**As a business ourselves, we're well aware that professional development must be a profitable use of both time and money.**

We will repay your investment by providing tuition that will advance careers and boost corporate performance.

Whether you're an individual, a hr executive or a training specialist, you will find that our professional and personal development programmes will add value and pay for themselves.

Finance and business courses can be targeted to the needs of your staff. Recent courses we have delivered illustrate the wide variety of objectives we can meet:

- Updates on recently issued IFRS.
- Budgeting process understanding.
- Basic understanding of the tax implications when decision making.
- Interpreting financial information.
- Basic bookkeeping knowledge.
- Basic decision making techniques explained.

We can tailor courses for you covering a wide range of specialist areas, including:

- Financial Reporting
- Law for Accountants
- Soft skills
- Management Accounting
- Tax

## TIMETABLE

Date	Page	Time	Course	Lecturer
Tuesday 5th December	4	6.30pm to 9.30pm	'Is Entrepreneur relief the new Retirement relief?'	Julie Hawkins
Wednesday 6th December	5	6.30pm to 9.30pm	Investment appraisal	Liam Doran
Thursday 7th December	6	9.30am to 12.30pm	Financial Accounting Update - IFRS 15 and IFRS 16	Liam Doran
Thursday 7th December	4	1.30pm to 4.30pm	'Is Entrepreneur relief the new Retirement relief?'	Julie Hawkins
Tuesday 12th December	8	6.30 to 9.30pm	'Setting SMARTER goals that improves engagement and performance	Sean McLoughney
Wednesday 13th December	9	6.30pm to 9.30pm	Employment Law	Dr Val Corbett
Thursday 14th December	10	2pm to 5pm	GDPR	Dr Val Corbett

## COST

**Each session €115 includes all materials, tea and coffee.**

If you would like to find out more about the courses we can offer you, both public and in-house, please call Dave O'Donoghue at 01 9061350 or [dave.odonoghue@accountancyschool.ie](mailto:dave.odonoghue@accountancyschool.ie).

**DIP IFR:** See page 7

## REGISTRATION:

Please go to [www.accountancyschool.ie](http://www.accountancyschool.ie)

## "IS ENTREPRENEUR RELIEF THE NEW RETIREMENT RELIEF"

Delegates will be brought through the conditions to qualify for these two major reliefs in Capital Gains Tax.

This course will be of interest to all accountants who are advising clients on the tax implications of a disposal of a business and the major relief's that can be availed of once certain conditions are met.



**Julie Hawkins**

### PROGRAMME OUTLINE

- The conditions to avail of retirement relief for both sole traders and companies.
- Movement of business property between spouses and the pitfalls to avoid.
- The conditions of the original entrepreneur relief introduced in Section 45 of Finance (No2) Act 2013.
- Full details of the revised entrepreneurs relief introduced by Finance Act 2015 and updated by Finance Act 2016.
- Details of any changes in the upcoming budget in October 2017.
- Worked examples of both reliefs.

<b>Date</b>	Tuesday 5th December
<b>Venue</b>	AccountancySchool.ie, 5 Lad Lane, Dublin 2 (Previously the BPP Building)
<b>Cost</b>	€115
<b>Duration</b>	6.30pm to 9.30pm (3 hours)

<b>Date</b>	Thursday 7th December
<b>Venue</b>	AccountancySchool.ie, 5 Lad Lane, Dublin 2 (Previously the BPP Building)
<b>Cost</b>	€115
<b>Duration</b>	1.30pm to 4.30pm (3 hours)

### PRESENTER – JULIE HAWKINS CPA

Julie has been lecturing in taxation for over 30 years. At present Julie is lecturing at Accountancy School on their P6 programme for ACCA students. Over the years Julie has lectured on all areas of taxation for all the major accountancy bodies. Julie has also been examiner for the Irish taxation Institute, Institute of Certified Public Accountants and Institute of Accounting Technicians. Julie has also lectured in taxation for many colleges and Institutes including Griffith College and Irish Taxation Institute. In 1991 Julie set up her own training company trading as Julie Hawkins Taxation Courses which offers specialised taxation courses to accountancy students.



## INVESTMENT APPRAISAL - "THE PRACTICAL APPLICATION OF BOTH TRADITIONAL AND MODERN TECHNIQUES"

Delegates will be reacquainted with the traditional appraisal techniques together with being introduced to the modern techniques applied in capital investment appraisal. This is a comprehensive review of discounted cash-flow capital investment appraisal techniques using worked examples with equal emphasis placed on the application of the techniques and the correct interpretation of results.

Finance managers, management accountants and advisors who are involved in evaluating capital investment proposals for large projects will benefit from attending this course



Liam Doran

### PROGRAMME OUTLINE

- The incremental after tax cash-flow concept.
- Discounted cash-flow – the basic techniques.
- Inflation.
- The cost of capital for a company and for specific projects.
- Capital rationing.
- Sensitivity analysis.
- IRR, MIRR, APV.
- Worked examples of specific problems.
- Practical work by delegates.

Date	Wednesday 6th December
Venue	AccountancySchool.ie, 5 Lad Lane, Dublin 2 (Previously the BPP Building)
Cost	€115
Duration	6.30pm to 9.30pm (3 hours)

### PRESENTER – LIAM DORAN MBS (FINANCE), FCCA

Liam is a lecturer at AccountancySchool.ie and specialises in the areas of financial accounting and financial management. Prior to becoming a full time lecturer he worked for the Irish subsidiary of a Canadian multinational with specific responsibility for corporate finance activity. He has had a lot of exposure to merger and acquisition activity having been involved in the acquisition of a number of businesses in Germany, France and the UK. As such, Liam has a lot of experience in preparing forecasts of future cashflows, estimating risk adjusted discount rates, dealing with sensitivity testing and using appropriate models to estimate value creation from different investment opportunities..

## FINANCIAL ACCOUNTING UPDATE "IFRS 15 AND IFRS 16"

Delegates will be introduced to the principles contained in the new standard on Leasing - IFRS 16. IAS 17 is being replaced and the new methodologies are quite different from the way leases have been accounted for thus far. Liam will review the changes and give practical examples for the implementation of IFRS 16 from transition to ongoing application. The course will also review the main principles of IFRS 15 'Revenue from contracts with customers' and concentrate on some specific areas that tend to cause the most difficulty in practice.

Accountants in public practice, finance managers in industry or indeed anyone involved in the preparation of financial statements will benefit from attending this course.

### PROGRAMME OUTLINE

- What is a lease?
- Right of use asset and lease obligations.
- Determining the variables and using the appropriate discount rates.
- Changes to original estimates and lease modifications.
- Sale and lease back.
- Accounting by lessors.
- The 5 steps to recognising revenue
  - What's a contract?
  - How to determine performance obligations what's distinct?
  - Transaction price - variable consideration, significant financing components etc...
  - Allocating value to the performance obligations
  - Recording revenue - when and how?
- Worked examples with practical work by delegates.

<b>Date</b>	Thursday 7th December
<b>Venue</b>	AccountancySchool.ie, 5 Lad Lane, Dublin 2 (Previously the BPP Building)
<b>Cost</b>	€115
<b>Duration</b>	9.30am to 12.30pm (3 hours)

### PRESENTER – LIAM DORAN FCCA, MBS (FINANCE)

Liam is a Director at AccountancySchool.ie and specialises in the area of Corporate Reporting. He has extensive experience in lecturing on financial reporting topics having taught students preparing for the professional exams (ACCA, CPA, CIMA and ACA) for the past 22 years. In addition, he advises on practical application of the more complex accounting standards to accountants working in industry and practice.

## DIP IFR - ACCA

You will be sitting an ACCA exam and the DipIFR is awarded by ACCA. This ensures that your award has appropriate recognition. AccountancySchool.ie is an ACCA Platinum approved College. On completion of the exams the Diploma is available to members of all accountancy bodies.

### PROGRAMME OUTLINE

The Diploma in International Financial Reporting (Dip IFR) is designed to develop your knowledge of IFRS. It provides an understanding of the concepts and principles which underpin them and their application in the international marketplace.

The programme will enhance your financial reporting skills. You will develop a deeper understanding and knowledge of how international financial reporting standards are applied in practice.

This qualification is intended for professional accountants and auditors, working in practice and industry, who are qualified in accordance with Irish GAAP and who have identified that an understanding of IFRS would enhance their qualifications to date or for others who qualified under IFRS but are in need of updating their Financial Accounting knowledge.

The DipIFR will also enhance your CV and ensure you cover your CPD hours (Continuing Professional Development).

<b>Date</b>	Commencement date Friday 23rd March 2018. Generally, one Friday per month 10am to 5pm.(detailed timetable and other information available at AccountancySchool.ie)
<b>Venue</b>	<ul style="list-style-type: none"><li>• Classroom Based. AccountancySchool.ie, 5 Lad Lane, Dublin 2.</li><li>• Online.</li></ul>
<b>Exams</b>	December 2018
<b>Course Fees</b>	€1,500 per delegate - includes full course, revision course and all materials
<b>Lecturers</b>	Liam Doran FCCA, MBS Finance. Michael Donnelly FCCA

#### For more information contact:

Lorraine Healy or Dave O'Donoghue

T: 01 9061350 E: [cpd@accountancyschool.ie](mailto:cpd@accountancyschool.ie)

ACCA Details:

<http://www.accaglobal.com/ie/en/student/exam-support-resources/dipifr-study-resources/dipifr-syllabus-study-guide.html>

## SETTING SMARTER GOALS THAT IMPROVES ENGAGEMENT AND PERFORMANCE.

**"From a performance perspective, the role of the manager, whatever their rank, is to integrate performance review meetings into the day-to-day activities of the team. Managers need to take responsibility for turning the dreaded annual review into a tool for helping their team achieve expected results on a continuous basis."**

### **Meaningful Performance Reviews**

**A key component of any performance management process is the review and goal setting conversation. A robust meeting will ensure you encourage, promote and reward excellence in your team.**

**During this workshop Sean McLoughney will share his perspective on how to set SMARTER Goals with your team and give feedback that will improve performance and engagement.**



**Sean McLoughney**

### PROGRAMME OUTLINE

- The principles of Goal setting the SMARTER way; a template for writing business goals for your team, including some examples and a framework to keep your team on track and clear accountability for their own performance.
- Why it is essential to discuss the business plan with your team prior to their review meeting.
- How to set expectations for your team, paying particular attention to the "what" and "how" of goal setting.
- Combine SMARTER goals with core business competencies which will have the multiplier effect and feed into staff engagement.
- Understand what great feedback should include and how to use the BEST feedback method.
- Build a feedback culture that promotes high performance and accountability in all staff; deal with performance issues before they become a problem.
- Include a discussion around role development and career progression during the review conversation.

<b>Date</b>	Tuesday 12th December
<b>Venue</b>	AccountancySchool.ie, 5 Lad Lane, Dublin 2 (Previously the BPP Building)
<b>Cost</b>	€115
<b>Duration</b>	6.30pm - 9.30pm (3 hours)

### PRESENTER – SEAN MCLOUGHNEY

Sean McLoughney, founder of LearningCurve, is a sought after learning and development specialist, author and speaker. Since 2001 has helped over 14000 professionals at every level improve their performance. As a successful author Sean has been published internationally. He has written three books and numerous articles. His first book "Slave to the Clock, Master of Time" helps you improve your time management skills and he also delivers the popular time management course "Planning your day to achieve your Business Results" based on his book. "Slave to a Job, Master of your Career", his second book, outlines how people can plan and progress their career. His third book "Meaningful Performance Reviews" helps you to improve the performance of your team by having regular meaningful performance review meetings.



## EMPLOYEE CONTRACTS - FROM RECRUITMENT TO DISMISSAL

Notwithstanding increased legislative activity in this area, the contract of employment remains the cornerstone of the legal relationship between employee and employer. This programme highlights the main legal issues which may arise at each stage of the relationship whether it be at the pre-contractual negotiation phase, during the contract of employment or during the termination process.

### PROGRAMME OUTLINE

- What is the extent of liability for statements made pre-contract?
- What is a 'conditional offer' of employment?
- What is the law regarding employment references?
- Monitoring of employee's emails - invasion of privacy?"
- Can staff handbooks and employer policies be considered part of the employee contract?
- Are 'restraints of trade' ever enforceable?
- What does the term 'mutual trust and confidence' mean in an employee contract?
- Can an employee contract be varied or changed with the employee's consent?
- The Disciplinary Process:
  - Investigations
  - Hearings
  - Dismissal



Val Corbett

Date	Wednesday 13th December
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Duration	6.30pm to 9.30pm (3 hours)

### PRESENTER – VAL CORBETT BCL, LL.M, PhD

Val is Head of Programmes at the legal training company, LawSchool.ie. Val is an accredited mediator and has been teaching law students and delivering legal training for over 15 years. He is a published author of textbooks in the *Law of Torts* (Roundhall, 2004) and *Tort* (Roundhall, 2009) as well as co-author of *Employment Law* (Clarus Press, 2009). He has also published a number of peer-reviewed journal articles in the area of privacy law and tort law generally.

## THE GENERAL DATA PROTECTION REGULATION - ASSESSING THE IMPACT

The coming into force of the General Data Protection Regulation (GDPR) on 25 May 2018 will bring with it increased responsibilities for those individuals and organisations involved in the processing and controlling of personal data. Given the wide-ranging definition of personal data these obligations are extensive.

For employers dealing with employee or client data, breaches of the GDPR can damage brands and businesses, not to mention subject them to fines of up to €20 million or 4% of worldwide annual turnover – whichever is higher."

Delegates on this programme will receive an overview of the changes brought about by the GDPR and how it affects individuals and organisations generally. The programme will also examine how organisations can minimise their exposure to liability under the new legislation.

### PROGRAMME OUTLINE

- What is personal data?
- Is it possible for an employer to rely on an employee's consent in relation to data processing?
- What happens if an employee withdraws consent?
- What is the 'right to be forgotten'?
- Who is responsible for data protection in contracts entered into with suppliers/clients?
- What responsibility exists for reporting data breaches?
- It is necessary to appoint a Data Protection Officer to your organisation?
- What steps can you take to prepare for the implementation of the GDPR?

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Venue	AccountancySchool.ie, 5 Lad Lane, Dublin 2 (Previously the BPP Building)
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### PRESENTER – VAL CORBETT BCL, LL.M, PhD

Val is Head of Programmes at the legal training company, LawSchool.ie. Val is an accredited mediator and has been teaching law students and delivering legal training for over 15 years. He is a published author of textbooks in the *Law of Torts* (Roundhall, 2004) and *Tort* (Roundhall, 2009) as well as co-author of *Employment Law* (Clarus Press, 2009). He has also published a number of journal articles in the area of privacy law and tort law generally.

## HOW TO REGISTER FOR ONE OF OUR CPD COURSES

For all up to date information on our current and upcoming courses or to secure a place by registering online, please go to our website

[www.accountancyschool.ie/cpd](http://www.accountancyschool.ie/cpd)



You can also email us at [cpd@accountancyschool.ie](mailto:cpd@accountancyschool.ie) or chat live to one of our staff through the website [www.accountancyschool.ie/cpd](http://www.accountancyschool.ie/cpd)



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