

Programme on  
**Project Appraisal  
& Financing**



July 31 - August 4, 2017

## **PROGRAMME OVERVIEW**

A country known for its high savings rate and high investment rate, India invests about a third of GDP or Rs.27 trillion every year. For this capital formation, many large projects are undertaken through public and private investment.

These investment projects are unique one time events. Due to the scale and complexity, financing of projects involves multiple risks, which must be analysed and appraised with care. Projects such as infrastructure development, mineral exploration, product launch and technology selection, are associated with high level of uncertainty and call for newer techniques.

To bring about double digit growth in Indian economy, public investment, private investment and bank credit must expand by over 25% annually. For good quality investment decisions, it is imperative that government, corporate sector and banks fortify their human resources in the area of project financing and project appraisal.

In this context, ASCI has designed a programme to help senior professionals in appraising technical, financial and economic viability of projects.

## **PROGRAMME OBJECTIVES**

The programme aims to sharpen the skills of the participants in the basic approach for project appraisal. In addition, essential dimensions such as risk management and infrastructure projects will be dealt with in depth.

## **PROGRAMME CONTENTS**

The Programme is divided into three inter-dependent modules outlined below.

### **Project Appraisal:**

- Analysis of industry, market structure and competitive intent.
- Evaluating technical feasibility and project dependencies.
- Estimation of costs and benefits. Validation of forecasts.
- Discounting and non-discounting financial criteria.
- Strategic basis for taking capital budgeting decisions.

### **Project Finance:**

- Sources of finance
- Financial structuring for a project – various options
- Cost of capital in project evaluation
- Structuring infrastructure project

### **Project Risk Analysis:**

- Managing risks arising out of project dependencies.
- Dealing with country risk, market risk, technology risk, etc.
- Risk adjustment to discount rate.
- Use of simulation in risk analyses.

## **PARTICIPANT PROFILE**

The programme is designed to sharpen the skills of professionals working in the project appraisal functions of commercial banks, government and large corporations. Middle level management executives aspiring for leadership positions will gain tremendously from the programme.

## **PEDAGOGY**

Learning will be in an interactive manner, employing various pedagogical tools like lectures, case studies and group discussions based on experience sharing. The intensive, 5-day programme will provide opportunities to participants to learn from the peer group, faculty and practicing managers.

## **FACULTY**

The faculty will be drawn from ASCI and the industry.

## **KEY TAKEAWAYS**

The key takeaways from the programme will be:

- Enhanced skills and knowledge in project appraisal & financing
- Confidence to handle complex projects
- Capability to avoid costly mistakes
- Access to forum for discussion/consultation through ASCI Alumni Association
- Exposure to innovative techniques in modeling, simulation and risk mitigation

## **VENUE**

The programme is fully residential and the participants will be accommodated in single occupancy air-conditioned rooms at Hyderabad. The college does not provide accommodation for the family. Transport between Airport / Railway Station and Campus will be arranged by the college. The college is WiFi enabled in a comprehensive way.

## **DURATION**

The programme duration is from July 31 – August 4, 2017. The participants are expected to arrive a day before the commencement.

## **PROGRAMME FEE**

Rs.54,000/- (US \$1840 for foreigners) plus 15% Service Tax per participant will be charged to cover tuition, board and lodging, courseware (in electronic form) and other facilities of the college including internet usage.

Rs.46,500/- plus 15% Service Tax will be charged per Indian participant (not availing hostel accommodation) to cover tuition, course ware (in electronic form) working lunch and other facilities of the College including internet usage.

A discount of 10% on the programme fee for three or more participants from the same organisation will be given, provided the payment is made in to our bank account before July 28, 2017.

***Organisational sponsorship is essential***

## **MEDICAL INSURANCE**

The nominees are requested to carry with them the proof of Medical Insurance that is valid in Hyderabad, India. The sponsoring agency is required to endorse the nominee's medical coverage in the event of hospitalisation.

## **LAST DATE FOR NOMINATION**

The nomination form duly filled in along with the requisite payment made in favour of "Administrative Staff College of India" should reach the Programmes Officer by July 17, 2017.

## **LAST DATE FOR WITHDRAWAL**

July 24, 2017. Any withdrawals after this date will entail forfeiture of fee paid, if any.

## **ASCI ALUMNI ASSOCIATION**

Participants of the college programmes will automatically become members of the ASCI Alumni Association.

## **CERTIFICATE OF PARTICIPATION**

The college issues a Certificate of Participation on conclusion of the programme.

**Programme Director**  
**Dushyant Mahadik**  
e-mail: [dushyant@asci.org.in](mailto:dushyant@asci.org.in)

# ASCI MANAGEMENT DEVELOPMENT PROGRAMMES FOR 2017-18

## MANAGEMENT DEVELOPMENT PROGRAMMES

Social Impact Assessment	26-Apr-2017	28-Apr-2017
Ethical Leadership In Public Governance	19-Jun-2017	21-Jun-2017
High Impact CSR - Need Assessment to Impact Evaluation	03-Jul-2017	07-Jul-2017
Leadership and Performance Management	10-Jul-2017	14-Jul-2017
General Management Programme for Senior Executives (SEC) - 129	10-Jul-2017	04-Aug-2017
*Advanced Management Programme: Empowering Proven Leaders to Drive Strategic Renewal for Sustainable Growth - ASCI (Study Tour to EU)*	07-Aug-2017	18-Aug-2017
Ethics and Values in Administration	10-Sep-2017	24-Sep-2017
Index Based Crop Insurance - Concepts, Design and Implementation	21-Aug-2017	23-Aug-2017
Effective Land Acquisition, Resettlement & Rehabilitation (LARR)	09-Oct-2017	13-Oct-2017
Programme for Young Managers	30-Oct-2017	03-Nov-2017
*General Management Programme for Middle Level Executives*	30-Oct-2017	09-Nov-2017
MDP for Women Executives	20-Nov-2017	24-Nov-2017
General Management Programme for Senior Executives (SEC)-130	08-Jan-2018	02-Feb-2018
ASCI-NRCR Joint Certification Course on Improved Management of Land Acquisition, Resettlement & Rehabilitation (LARR)	29-Jan-2018	09-Feb-2018

## ECONOMICS

Data Analytics for Banking & Financial Services	24-Jul-2017	28-Jul-2017
Financial Systems, Management and Accountability in Government - New Delhi	12-Nov-2017	16-Nov-2017

## ENERGY

Regulating Electricity Tariffs and Related Issues	03-Jul-2017	07-Jul-2017
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## ENVIRONMENT

Environmental Impact Assessment for Projects	12-Jun-2017	14-Jun-2017
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## FINANCE

Credit Appraisal in Banks & Financial Institutions	17-Jul-2017	21-Jul-2017
Project Appraisal and Financing	31-Jul-2017	04-Aug-2017
Credit Monitoring & Follow-up in Banks/FIs	22-Nov-2017	24-Nov-2017
Finance for Non-Finance Executives	05-Dec-2017	07-Dec-2017
Strategies for Cost Leadership	08-Jan-2018	10-Jan-2018
Treasury and Risk Management in Banks/FIs	22-Jan-2018	24-Jan-2018
Business Collaborations - Strategic Alliances, Joint Ventures and Acquisitions	30-Jan-2018	01-Feb-2018
Business Risk Management	05-Feb-2018	09-Feb-2018
Advanced Financial Management	13-Feb-2018	15-Feb-2018
Evaluating and Financing Public Private Partnership Projects	26-Feb-2018	02-Mar-2018

## HEALTHCARE MANAGEMENT

Certificate Course in Healthcare Quality	10-Jan-2018	12-Jan-2018
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## HUMAN DEVELOPMENT

Creating Change Makers: Training Programme for New Age Women Professionals	20-Aug-2017	24-Aug-2017
Risk Management, Quality and Audit in Hospitals	25-Oct-2017	27-Oct-2017
Best Practices and Innovations in Health Care Delivery	15-Nov-2017	17-Nov-2017
Educational Leadership for Senior Level Officials of Universities/ Educational Institutions	22-Jan-2018	24-Jan-2018

## HUMAN RESOURCE MANAGEMENT

Managing Recruitment, Selection and Induction	10-May-2017	12-May-2017
Leadership through Self-Discovery	17-Jul-2017	19-Jul-2017
Enhancing Managerial Effectiveness	24-Jul-2017	26-Jul-2017
*Building High Performance in Organizations through Work Life Balance*	31-Jul-2017	02-Aug-2017
Leadership Skills Development	31-Jul-2017	04-Aug-2017
HR Audit & Analytics	04-Sep-2017	06-Sep-2017
Personal Effectiveness	11-Sep-2017	13-Sep-2017
*Abhivyakti - Building Personality and managing stress using stories and theatre*	25-Sep-2017	27-Sep-2017
Leading with Emotional Intelligence	23-Oct-2017	27-Oct-2017
Effective Trade Union Management	06-Nov-2017	10-Nov-2017
Improving Work Culture	20-Nov-2017	22-Nov-2017
Good Governance and Sustainability through HR Practices	27-Nov-2017	29-Nov-2017
Individual Excellence for Organizational Effectiveness	27-Nov-2017	01-Dec-2017
Leadership Engagement and Development	04-Dec-2017	08-Dec-2017
Conflict Management and Negotiation Skills	11-Dec-2017	13-Dec-2017
Team Dynamics- Activity Based Approach	11-Dec-2017	15-Dec-2017

Leadership Skills Development	18-Dec-2017	22-Dec-2017
Values Driven Leadership	08-Jan-2018	10-Jan-2018
Effective Learning and Development	08-Jan-2018	12-Jan-2018
Communication Skills for Managers	29-Jan-2018	02-Feb-2018
Building and Leading Effective Teams	05-Feb-2018	09-Feb-2018
Enhancing Interpersonal Effectiveness through Transactional Analysis	05-Feb-2018	07-Feb-2018
Positive Organizational Behaviour	12-Feb-2018	14-Feb-2018
*Strategic Human Resource Management with International Study Tour (Singapore and Malaysia)*	12-Feb-2018	24-Feb-2018
Decision Making for Effective Leadership	19-Feb-2018	23-Feb-2018
Strategic Human Resource Management	26-Feb-2018	02-Mar-2018
Managing Creativity & Innovation	06-Mar-2018	08-Mar-2018

## INFORMATION TECHNOLOGY

e-Procurement	03-Jul-2017	05-Jul-2017
Leveraging Big Data and Analytics	20-Dec-2017	22-Dec-2017
IT Enabled Knowledge Management	29-Jan-2018	31-Jan-2018
e-Learning and Digital Education	26-Mar-2018	28-Mar-2018

## INFRASTRUCTURE DEVELOPMENT

Urban Infrastructure Project Preparation and Management	10-Aug-2017	12-Aug-2017
Homes for All: Attaining the National Agenda	23-Nov-2017	25-Nov-2017
Urban Infrastructure Project Preparation and Management	22-Feb-2018	24-Feb-2018

## INNOVATION AND TECHNOLOGY

Research Excellence in Organizations	07-Aug-2017	09-Aug-2017
Strategic R & D Management	11-Dec-2017	13-Dec-2017
Managing Strategic Innovation	22-Jan-2018	24-Jan-2018

## MARKETING

High Impact Sales Management	22-May-2017	26-May-2017
Customer-Centric Brand Management	04-Sep-2017	06-Sep-2017
Creating Social Value Through Corporate Social Responsibility	11-Dec-2017	13-Dec-2017

## OPERATIONS

Procurement Procedures for World Bank Aided Projects	10-Jul-2017	21-Jul-2017
Inventory Management	24-Jul-2017	26-Jul-2017
Project and Contract Management	04-Sep-2017	08-Sep-2017
Procurement Procedures for World Bank Aided Projects	06-Nov-2017	17-Nov-2017
Materials and Supply Chain Management	27-Nov-2017	01-Dec-2017
Project and Contract Management	08-Jan-2018	12-Jan-2018
Procurement Procedures for World Bank Aided Projects	12-Feb-2018	23-Feb-2018

## PUBLIC POLICY GOVERNANCE AND PERFORMANCE

Translating Entrepreneurship to Enterprise	04-Dec-2017	08-Dec-2017
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## STRATEGIC MANAGEMENT

Developing Strategic Mindset for Functional Managers	19-Jun-2017	23-Jun-2017
Driving Performance through Strategic Initiatives	24-Jul-2017	26-Jul-2017
Creating Progressive Boards	16-Aug-2017	18-Aug-2017
Strategic Agility under Uncertainty	23-Oct-2017	25-Oct-2017
Driving performance through transformational Leadership	19-Feb-2018	23-Feb-2018

## URBAN GOVERNANCE

Integrated Solid Waste Management	17-Apr-2017	19-Apr-2017
Faecal Sludge Septage Management	15-May-2017	17-May-2017
Orientation on GIS, Remote Sensing, GPS & Surveying for Managers	25-May-2017	27-May-2017
Soft Skills for Professionals in Urban Management	29-May-2017	31-May-2017
*International Certification Programme - Change Management for Achieving Continuous Water Supply for All in Urban Areas - Phase - I	ASCI	ASCI
Study Tour: (India & Tel Aviv & Jerusalem in Israel) - Phase - II	13-Jun-2017	15-Jun-2017
Creating and Managing Digital Presence	16-Jun-2017	22-Jun-2017
Towards Zero Waste- Decentralised Solid Waste Management	19-Jun-2017	21-Jun-2017
Public Private Partnership in Urban Infrastructure & Service Delivery	28-Jun-2017	30-Jun-2017
GIS for Governance- Decision Support System	21-Aug-2017	23-Aug-2017
*International Training Programme on Smart Cities - Study Tour, (India & China)*	04-Sep-2017	06-Sep-2017
Towards Universal Sanitation in Urban Areas	23-Oct-2017	31-Oct-2017
GIS for Urban Development	11-Dec-2017	13-Dec-2017
Public Private Partnership in Urban Infrastructure & Service Delivery	18-Jan-2018	20-Jan-2018
Integrated Solid Waste Management	07-Feb-2018	09-Feb-2018
Long Duration Programme	12-Mar-2018	14-Mar-2018
Business Management for Armed Force Officers	05-Jun-2017	17-Nov-2017



## Administrative Staff College of India

Bella Vista, Raj Bhavan Road, Khairatabad,  
Hyderabad - 500 082, India.

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## Delhi Campus

C-24, Institutional Area

South of IIT, Behind Qutub Hotel

New Delhi - 110 016

Phone Nos: 011 - 26962204, 26961750, 26961850

Website : <http://www.asci.org.in>



## ADMINISTRATIVE STAFF COLLEGE OF INDIA

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Fax: 0091-40-66534356, email: poffice@asci.org.in, URL: <http://www.asci.org.in>

**Dushyant Mahadik**  
Programme Director

April 7, 2017

Dear Sir / Madam,

**Programme on  
Project Appraisal & Financing  
(July 31 – August 4, 2017)**

ASCI is pleased to announce 5-day Programme on 'Project Appraisal & Financing' starting on July 31, 2017 at ASCI Campus in Hyderabad. This topic has gained momentum in light of the renewed thrust on investments in public & private sectors.

As I write, projects worth over hundreds of thousands of crore rupees are under evaluation across various sectors of the economy. The appraisal to identify worthwhile projects and financial closure are crucial steps to the success of large projects. While the opportunity is enormous, timely analysis and decision making require skilled appraisers. After multifold growth in industry sectors over last 20 years, there is an acute shortage of finance experts with conceptual clarity. A thorough appraisal in an objective manner can help in keeping the balance sheets of financial & Non-financial companies.

In this background, ASCI has designed the programme 'Project Appraisal & Financing' with the objective of imparting practical skills to participants. The focus will remain on project appraisal concepts and project risk management. Concomitantly, aspects of financial structuring of a project will also be highlighted.

The programme would rely on documented case studies to facilitate class room discussions and strengthen conceptual base. For other pedagogical inputs, the programme would draw upon ASCI faculty as well as industry experts. The key benefit of the programme would be the confidence acquired in assessing project viability and project risks.

We are enclosing a brochure with the programme details and nomination process.

Looking forward to your favourable response.

Best regards,

Yours sincerely,

Dushyant Mahadik

Encl : Programme Brochure and Nomination Form



**ADMINISTRATIVE STAFF COLLEGE OF INDIA**  
Bella Vista, Raj Bhavan Road, Hyderabad - 500 082, India

**Nomination Form**  
Programme on  
**Project Appraisal & Financing**  
(July 31 – August 4, 2017)

**Nominee's Contact Information**

Name (Mr/Ms) _____	Date of Birth : _____
Designation : _____	
Organisation : _____	
Address : _____	
Phone(s) : Office: _____ Mobile: _____ Home: _____	
e-mail : _____	Fax : _____

**Sponsors Details**

Name of the Sponsoring Authority: _____	Designation: _____
Organisation : _____	
Address : _____	
	Pincode : _____
Phone(s) : Office: _____ Mobile: _____	
e-mail : _____	Fax : _____

**Bank Particulars** (For Indian Participants)

Bank Name State Bank of India  
Address line 1 6-3-1092, 1st floor, A Block  
Address line 2 Raj Bhavan Road Branch, (Bellavista)  
Address line 3 Hyderabad – 500 082  
Beneficiary Account Name Administrative Staff College of India Bank Account  
Number 62090698675  
Bank MICR No 500004008  
NEFT IFSC Code SBHY0020063

**Note: Details of Bank / Wire transfer may be sent to fo@asci.org.in for confirmation.**

**Fee particulars**

Amount Payable :	Mode of Payment (DD/Ch/NEFT) :
Name of the Bank :	Date of Instrument/Transfer :
Instrument Number :	UTR Number for NEFT

**Medical Insurance :**

Name of the Insurance Agency	Policy Number	Validity upto

Note: Coverage should be available in Hyderabad, India.

**Signature of the Sponsoring Authority :**

NOTE : Forward nomination form to : **Ms. V. Naga Swapna, Programmes Officer**, Administrative Staff College of India, Bella Vista, Hyderabad-500 082. Phone : 0091-40-66534247, 66533000, Mobile: 9246203535, Telefax: 0091-040-23324365, Fax : 0091-40-66534356, e-mail: poffice@asci.org.in