

# VLADIMIR KHILCHENKO BUSINESS SCHOOL




*«Business is a life path that must be  
traveled with dignity»*

*Vladimir Khilchenko, founder  
of the business school*

# EDUCATIONAL PROGRAMS FOR

**TOP MANAGERS  
OWNERS  
GENERAL DIRECTORS  
INVESTORS**

A photograph of two men in dark suits and blue ties sitting in a meeting. They are looking towards the left. The man on the left is holding a pen and a notebook. The man on the right is also holding a pen and a notebook. The background is a blurred office setting.

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# PRACTICING TEACHER

Vladimir Khilchenko is a businessman, expert, investor, founder and president of Holding Company “Sozvezdie Vodoleya”. Over 30 years in business, he has created 50 businesses successfully operating in the following areas:

- Development;
- HUS (Housing and Utility Sector);
- Cargo transportation;
- Waste management;
- Investment activities;
- Research and production area;
- Publishing;
- Restaurant business and others.

## MOTIVATION

University education, focused primarily on theory, fails to keep pace with the intense development of modern society.

The Russian approach to business education should be significantly different from the Western one because we have our own legal framework, a completely different mentality, and fundamentally different business practice.

## UNIQUE METHOD

Vladimir Khilchenko gathered the most successful business tools into a single system and created the universal business management system “Khilchenko Method”. As a result, in 2009 the corporate university “Vladimir Khilchenko Business School” was established, where both employees of the Holding Company of Vladimir Khilchenko and business partners began to train. To date, the business school has trained more than 1,500 professional executives.

# 30

YEARS  
IN BUSINESS

# 50

CREATED  
BUSINESSES

# 200

INVESTMENT  
PROJECTS

In 2019 at the St. Petersburg International Economic Forum, Vladimir Khilchenko Business School and Peter the Great St. Petersburg Polytechnic University signed an agreement on the long-term cooperation and implementation of joint educational programs in the field of additional education.

## **MISSION**

Practical training of qualified personnel, including managers of enterprises, is an integral part of the social policy of the state. Our common priority goal is to boost the country's economy, bring business out of the crisis, open new jobs, and raise the standard of living of Russian citizens.

## **VISION**

The training programs of the Vladimir Khilchenko Business School combine practical experience in business management, knowledge of accounting and profit making tools, as applied to the specifics of doing business in Russia.

## **CREDO**

Credo of Vladimir Khilchenko Business School:

**«AT THE CORE IS PRACTICE AS THE RESULT IS PROFIT».**

# SYSTEM APPROACH



# UNIQUE METHODS

**KHILCHENKO METHOD** is a universal system of business and project management that combines principles, methodologies and standards of:

**ANALYSIS**

**PLANNING**

**EXECUTION**

**PRODUCTION**

**COMMERCE**

**FINANCE**

**SECURITY**


**PERSONNEL**

**DEVELOPMENT**

**INTENDED TO ACHIEVE THE GOALS OF THE OWNER  
AND BUSINESS:**

- Comprehensive audit of business assets and assessment of business processes;
- Strategic, investment and organizational planning;
- Creating functional models and organizational structures;
- Highlighting the key financial and commercial performance indicators of the enterprise;
- Financial analysis to make objective managerial decisions;
- Creating a “rainy-day fund” and closing financial gaps;
- Distribution of corporate profits between the owner, investor and management;
- Creation of employee incentive programmes and evaluation of investment processes;
- Implementation of new investment projects within the planned indicators;
- Creating roadmaps to achieve the result;
- Creating business processes to make a profit.

# APPLIED ASPECTS OF FINANCIAL MANAGEMENT WITH IN THE COMPANY

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- Financial policy and financial security;
  - Capital management;
  - The internal financial model of the company;
  - Commercial and production models;
  - Financial funds;
  - Optimal taxation;
  - Practicing management decisions based on three management accounting tables;
  - We help to significantly save the company's costs and the amount of investment into projects.

## FOR WHOM:

The course is recommended for owners and CEOs with more than 3 years of company management experience.

## MODULES:

1. Financial policy of the company as a system for making managerial decisions.
2. The company financial model as a digital part of business strategy.
3. Financial analysis – for the owner and CEO.

## DURATION:

3 days of 4 hours + 1 hour for questions

# APPLIED ASPECTS OF INVESTMENT PROJECT MANAGEMENT

- How to design a business model protecting against losses and increasing the profitability of your business;
- How to reduce errors when implementing a new model;
- How to prevent fateful errors in investment project management during project modeling and implementation;
- How to increase the project financial potential and significantly reduce investment costs.



## FOR WHOM:

The program is recommended for business owners, CEOs, managers of investment projects, programs and portfolios with more than 5 years of company management experience, as well as operational project managers who wish to reach the strategic level.

## MODULES:

1. Profit as a project success criterion.
2. End-to-end planning.
3. Risk analysis for different categories of investors and management entities.
4. Challenges of moving a project from the modeling stage to the implementation stage, and how to mitigate risk in the transition stage.
5. Methodology of making managerial decisions in the process of project implementation based on the results of the financial performance analysis.

## DURATION:

3 days of 4 hours + 1 hour for questions



# HOW TO ENSURE RETURN ON INVESTMENT

- Financial modeling to reduce investment risks;
- Return on investment performance and what an investor's return is;
- Control techniques for the investor.

## **FOR WHOM:**

For business owners, investors and investment project managers.

## **MODULES:**

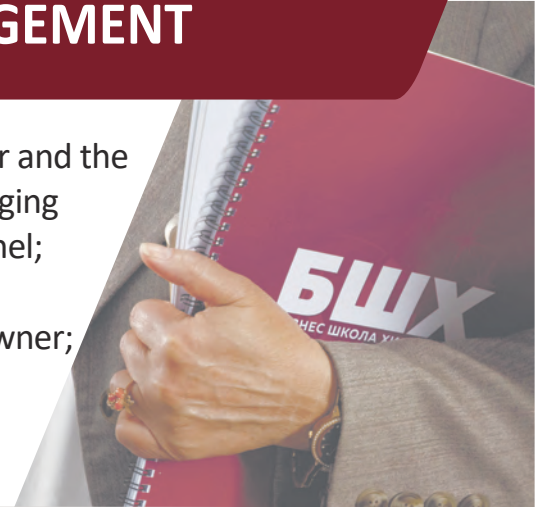
1. Organizational modeling.
2. Project financial model for business start-up.
3. Calculating and mitigating financial risks under business start-up.
4. Investment accounting to ensure profits.

## **DURATION:**

1 day

# KEYS TO THE BUSINESS. STRATEGIC BUSINESS MANAGEMENT

- What is the difference between the interests of the owner and the interests of the CEO, how to distinguish the roles of managing subjects and to arrange the performance of hired personnel;
- How to analyze the condition of business assets for the owner;
- How to create the conditions for good strategic decision making.



## FOR WHOM:

This program will be interesting for you, if:

- You are the CEO of your own company and your goal is to increase the company's and your own profits;
- You have placed your assets in management and your goal is to control the distribution of the company's and your own profits;
- You own a share in business and your goal is to find out why your profits aren't growing.

## MODULES:

1. Modeling the enterprise organizational structure to optimize resources.
2. Development of the financial model of the project on creation and reorganization of the enterprise to reduce financial risks.
3. Defining key indicators and building a management system. Risks and opportunities.
4. Financial risks and financial security. What do you need to know to create a sustainable business?

## DURATION:

3 days per 4 hours

# APPLIED ASPECTS OF BUSINESS MANAGEMENT THEORY FOR THE CEO

- Spending less than 30% of your work time on development issues?
- Often busy with “fire fighting”?
- Not sure how to break through the “glass ceiling”?
- There is profit, but no money for salaries?
- Not enough objective information to make decisions?

## FOR WHOM:

For CEOs and business owners who want to: systematize workflow, eliminate cash gaps, improve performance, prepare for automation, develop new projects, replicate or scale business, or rebuild a company after a crisis.

## MODULES:

1. Profession – CEO: Theory and Practice of Management.
2. Management of business assets, types of profits, establishment of economic and financial accounting and reporting system and for making managerial decisions based on objective data.
3. Management of the production function.
4. Management of the commercial function.
5. Creating a business process safety system.
6. Implementing improvements to the organizational and staff structure of the company.
7. Development management.
8. Identifying weaknesses in business processes and making strategic managerial decisions based on financial documents.

## DURATION:

3 days of 4 hours + 1 hour for questions

# WE OFFER

## TWO TRAINING FORMATS

### OPEN PROGRAMS

Khilchenko Business School invites the trainees to open programs for owners, CEOs and top managers.

### CORPORATE PROGRAMS

The business school's corporate education programs are adapted to your company's industry specifics and are implemented to meet specific goals and requirements.

**USE THE KNOWLEDGE TO INCREASE PROFITS!**



# KHILCHENKO BUSINESS SCHOOL

## **REAL CONTEXT**

«Khilchenko Method» is based on the real problems of Russian enterprises, which is faced by almost every manager in our country. Experience in solving key problems of the manager in the real sector of the economy makes this tool relevant and in demand for all domestic companies.

## **PRACTICAL MATERIAL**

The programs use examples only from Russian management practice, Western theories and cases are not accepted due to impossibility of their application in Russian realities.

## **PACKAGE OF DOCUMENTS**

The program is built up in a way that you can start changing your business right away. The Program trainees receive a package of tools and document templates for immediate implementation in their company.

# WHY WE

**БШХ**  
БИЗНЕС ШКОЛА ХИЛЬЧЕНКО

## **EXCHANGE OF EXPERIENCE**

In the ever-changing marketplace, the ability to anticipate and foresee potential challenges and problems becomes vital for every company. The exchange of professional experience is a golden opportunity to take into account the “baggage” of colleagues and “build a safety net”. The training is conducted in small groups, which allows to devote time to each participant of the seminar, to deal with specific examples from practice.

## **BUSINESS CLUB**

Upon completion of training at Khilchenko Business School, you are given the opportunity to become a member of our business club. Cooperation and partnership, exchange of contacts and experience, analytics and forecasting, communication on equal terms and confidentiality – these are just some of the advantages of our business platform.

## **IMPLEMENTATION SUPPORT**

We provide support to the trainees of our programs and offer our assistance in setting up your company's business processes according to the “Khilchenko Method”. Once you have completed the training, you will be able to choose the most suitable way of support for you.

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