PACE
INSTITUTE OF MANAGEMENT



Training Program

CFO

CHIEF FINANCIAL OFFICER
GIÁM ĐỐC TÀI CHÍNH

Global-standard Financial and Accounting Management, tailored for Vietnamese laws and practices

Why are Chief Financial Officers today facing unprecedented multidimensional pressures?

In an era of high volatility, Finance is no longer just about bookkeeping or cost control - it is the lifeblood that determines the survival and sustainable growth of an organization. Therefore, the position of Chief Financial Officer (CFO) now requires not only numerical accuracy but also a sharp strategic vision to steer the business through turbulent times.

CFOs around the world are rising to prominence

- 82% of CFOs report that their roles have expanded significantly over the past 5 years, particularly in Corporate Strategy and M&A (Egon Zehnder, CFO Survey).
- 85% of CEOs acknowledge the importance of the CFO's financial data analysis capabilities in driving profit growth (View from the Top, KPMG).
- "Accounting is the language of business." - Warren Buffett.
- "If the CEO is the one who sees the future, the CFO is the one who ensures the company has the resources to get there." - Forbes Finance Council.

However, in Vietnam, CFOs still face many limitations

- Must transform into strategic advisors to ensure growth amidst volatility.
- Must constantly adapt to the rapid changes in laws and regulatory policies.
- Forecasting and risk control capabilities are severely tested by inflation and fierce competition.
- Must apply modern technology to optimize costs and create decision-making advantages.

To reach new heights, CFOs need to step out of their comfort zone of reporting and compliance to become financial architects, risk management experts, and indispensable strategic partners, working alongside CEOs to determine the organization's business performance.

A COMPREHENSIVE SOLUTION FROM PACE'S CFO PROGRAM

Distilled from 25 years of accompanying economic ups and downs, PACE has developed the "Chief Financial Officer - CFO" program to help financial leaders break free from a pure accounting mindset to become strategic planners, perfectly balancing short-term pressures and long-term development goals.





The Challenges of Financial Management Today

- The CFO's role is limited to accounting and reporting, lacking a crucial voice in core business decisions and investment directions.
- Businesses lack a comprehensive financial strategy and a clear picture of their true financial health to allocate resources effectively for growth objectives.
- Financial processes have not kept pace with digital transformation; fragmented data causes delays and inaccuracies in analysis and forecasting.
- CFOs are caught up in the pressure of periodic reporting and processing historical data, instead of dedicating their efforts to forecasting the future and creating new financial models.

Comprehensive Solutions from PACE's CFO Program

- Elevate Finance to a Strategic Partner with modern management thinking and sharp analytical tools to accompany the CEO.
- Build a systematic risk management and internal control system, helping businesses proactively respond to all market fluctuations.
- Comprehensively digitize financial and accounting processes, turning raw data into valuable management information (Business Intelligence).
- Increase the CFO's influence through team leadership skills, the ability to negotiate with shareholders, and persuading stakeholders.

THE LEADING COMPREHENSIVE & STANDARDIZED CFO TRAINING PROGRAM FOR FINANCIAL LEADERS

95%+

Participants are satisfied and willing to recommend the course to the community.

100k+

Businesspeople and enterprises have placed and continue to place their trust in PACE.

PROGRAM HIGHLIGHTS

25-YEAR HISTORY

A pioneer and leader in Chief Financial Officer training, with deep influence within the business community nationwide.

TRUSTED BY THE FINANCIAL EXPERT & MANAGEMENT COMMUNITY

A financial management competency development program chosen by a vast number of managers and leaders who are ready to recommend it to others.

COMPREHENSIVE, PRACTICAL & EFFECTIVE

Transforms the CFO from a "cash keeper" into a "strategic partner," providing the mindset and capability to forecast risk, optimize cash flow, and lead the organization through volatility.

DELIVERED BY TOP PROFESSIONALS & EXPERTS OF PACE

A team of experts possessing both academic depth and "battle-tested" practical experience, spreading value and fresh perspectives to the learner community.

PROGRAM OBJECTIVES

- Shape the mindset of a senior financial leader (C-level), breaking away from the traditional chief accountant mentality.
- Develop the capability to architect financial systems, helping to optimize profits and increase corporate value.
- Enhance the ability to influence and coordinate with other departments so that finance truly permeates every corner of operations.
- Equip leaders with the courage to lead digital transformation in finance, turning technological challenges into a competitive advantage.
- Provide a system of modern financial management tools and practical application methods suitable for the business environment in Vietnam.



PROGRAM PARTICIPANTS

- Chief Financial Officers (CFOs) of enterprises.
- Chief Accountants, General Accountants, accounting specialists, finance specialists, and investment analysis specialists of enterprises.
- Individuals who aspire to become Chief Financial Officers in the future.

LEARNING OUTCOMES

- Clearly understand the portrait of a CFO in a volatile context
- Grasp international standards of financial governance models
- Tackle complex financial challenges and optimize profitability
- Leverage Fintech and build a solid "risk shield" for the organization
- Construct and lead an elite, high-performance finance & accounting team



PROGRAM INFORMATION

- Total duration: 30 sessions (90 hours of practical learning).
- Opening: Flexible schedules, with evening or weekend classes and various training formats available.
- Certificate of Completion for the "Chief Financial Officer" training program issued by PACE Institute of Management.
- Tuition fee: 22,000,000 VND (promotional price of 20,500,000 VND for early registration; contact consulting for the latest promotional information).

PROGRAM OUTLINES

#	SUBJECTS	SESSIONS	HOURS
1	Professional CFO in New Era	1	3
2	Accounting Standard & Financial Reporting	4	12
3	Managerial Accounting & Cost Analysis	4	12
4	Financial Strategy & Management	4	12
5	Financial Analysis & Investment Decision	4	12
6	Financial Market	2	6
7	Financial Management with AI	2	6
8	Vietnamese Tax System	2	6
9	Laws on Business	2	6
10	Managing Team	2	6
11	Life Management Program (LMP) *(Special Seminar for Trainees of Chief-Officer Programs)*	2	6
12	Summary & Reflection	1	3
*	Graduation Ceremony	*	*
TOTAL: 30 sessions - 90 hours			

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SHAPING THE FUTURE OF MANAGEMENT

Founded in 2001, PACE is one of Vietnam's most influential management institutes. For more than 25 years, PACE has helped advance modern management practices in Vietnam - strengthening leadership capacity, elevating governance standards, and expanding organizations' global outlook. PACE is also the first school for business leaders in Vietnam.

PACE is a trusted partner in transforming leaders, teams, and organizations to achieve breakthrough and sustainable performance in an ever-changing world.

PACE's 3 Core Solutions to relize its mission:

1. PACE Training
2. PACE Consulting
3. PACE Books

PACE ecosystem **includes 8 affiliated schools, 8 member companies**, and **8 global partners**, aligned across three integrated pillars: Training, Consulting, and Publishing. Together, they cover eight core disciplines of management: General Management, HR Management, Financial Management, Marketing Management, Sales Management, Production Management, Supply Chain Management, and Project Management.

PACE also advances its mission through **PACE NPOs**, a long-term portfolio of non-profit educational initiatives launched in 2007, designed to deliver comprehensive and meaningful impact.



BELIEVING IN AUTHENTIC LEARNING

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