

# BPP Professional Education Romania



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# W E L C O M E T O B P P R O M A N I A

By picking up this brochure, you are clearly considering starting to develop or continuing to improve your skills base. Your career path is full of exciting opportunities which you don't want to miss. It is an amazing journey, and one that you can enhance by investing in your training and personal development.

Like on any journey, having an experienced and inspiring companion will be a guarantee to achieve the goals you have set ahead. BPP can be this companion for you, as someone who has been guiding tens of thousands of professionals. As someone who knows the pitfalls, can offer advice and show you new ways to reach your goals. BPP are the largest training company in Europe. With 12 years of experience in the Romanian market, BPP would like to guide you on this journey.

At BPP we understand that you are busy professionals who want flexible solutions to help make effective use of your time. That's why we offer a range of flexible courses designed to fit your lifestyle. Our excellence in training is brought to you by our experienced and qualified tutors – who deliver training using a mixture of innovative BPP study materials and interactive teaching styles.

2009 has been an excellent year for the BPP team so far. We were delighted to have achieved the ACCA Platinum provider status – making BPP the first and only Platinum provider (the ACCA's highest accreditation) in Romania. We cannot emphasise enough how important the ACCA accreditation is in giving you the trust in your tuition provider that you expect or deserve. BPP have also invested heavily in providing an online learning support platform to complement classroom based courses which is without parallel and is due to be rolled out throughout the remainder of 2009 and into 2010.

With an effective training programme, a lot of hard work and the support of an experienced team, you can realise your ambition of becoming even more successful in unlocking your full potential. Come to one of our open days or call us today to find out how we can help you achieve your goal.

**Stuart Whent**  
Managing Director  
BPP Professional Education



**BPP Professional Education is the company that trains people for the qualifications they need to become business professionals, and offers continuing professional development throughout their careers.**

Since our set up, more than 30 years ago, we have dedicated all our resources to identifying the best solutions and methods for the most efficient training processes for our clients. We believe that proper training and transfer of know-how is key to a successful business career as well as personal development. For this reason, the only activity that BPP undertakes is training and producing training materials. That is our business, that is what we do and that is what we are good at.

In Romania, BPP opened its operations in 1997 as a response to increased market demand for quality tuition. Globally, we recognise the need for properly trained professionals – this need is very much felt in Romania as well.

Business professionals face an ever-tougher working environment: increasing regulation, nationally and internationally, and ever higher standards demanded by government and customers. BPP's mission in the Romanian business market is to train people starting out on their careers, and to support them with continuing professional development.

Initially, we brought in BPP's international know-how and expertise to share with local professionals, and also to get accustomed to the local needs. Ultimately, the local needs became our priority and we started adapting the international know-how to the Romanian market so as to best answer its demands.

Now, we are proud to be the leading training provider, delivering custom training addressed to precise business areas of a specific country. We do not only deliver our training programmes in Romania, but also in the entire Europe region, covering all countries with their training needs.

Thousands of accountants, financial services professionals and other business practitioners have gained their qualifications studying with BPP. In fact, BPP trains and publishes for more professional qualifications than any other company in the world. In every continent, you will find BPP supporting people as they pursue a professional career in business.

**BPP stands for quality and innovation in professional education and training.**



**BPP is unique amongst tuition providers in many innovative ways. As a company it has grown from strength to strength due to high quality courses, materials and immense positive feedback from the many students who choose to train with us.**



Perhaps a key performance indicator of the quality of BPP Professional Education materials is that our study material sales to “non-course attending” students around the world constantly outsell the other training providers materials.

One of the things that makes us unique is that we believe that the best people to produce quality-targeted material are the tutors themselves. Our tutors are therefore responsible for writing material focused on each syllabus. Undoubtedly, tutors are best placed to appreciate what students need most.

They face students who want to feel well prepared. We believe that, to achieve an in-depth understanding of the subjects, producing the best material is key. Our materials are tailored to ensure that students are taught and can learn in the most effective manner.

Our tutors have the gift of taking a complex technical subject, explaining it in terms that the student can understand and writing practice questions and examples that enable the student to obtain complete confidence. Prior to embarking on a career in writing and material production, our authors have had a variety of previous roles.

Coming from a range of academic disciplines, ranging from maths and business studies to history and modern languages, most authors worked in practice while gaining their accountancy qualification.

Subsequent career moves included management roles in practice and industry, lecturing and training and working for organisations as diverse as Reuters, the BBC and the Inland Revenue. The combination of academic qualifications and practical experience makes for a dynamic, creative and focused team of highly skilled and talented individuals.

As well as writing BPP published material, many of our authors are regular contributors to professional journals. BPP products, including Study Texts, Practice & Revision Kit, Passcards and e-learning materials (BPP i-learn, BPP i-pass) are renowned worldwide for their quality and their exam specific focus. Our pre-printed Course Notes allow students to focus on the tutors, with confidence that their notes are detailed and well explained.

**Professionally  
produced and  
revised training  
material for an  
assured quality  
and efficient  
learning process**





The quality of BPP's training courses has always been our top priority. To achieve this, we have attracted highly qualified tutors with an extensive business and training experience. Our trainers blend international experience with local expertise.



**Stuart Whent** qualified as a Chartered Accountant with RSMi Robson Rhodes and Spain Brothers in the UK. Stuart specializes in Financial Reporting and Audit. Stuart has been with BPP for 6 years. After having successfully run the BPP Cambridge office for 1 year, on March 2009 Stuart has embarked on a new journey, that of becoming BPP Romania's Managing Director

**Dorina Badea** ACCA qualified, built up a strong financial background working in successful groups of companies such as Porsche Finance Group as CFO and Altex (Credex) Group as CEO. During her more than 12 years of professional finance experience, Dorina has elaborated long term strategies and monitored performance towards achieving the goals set.



**Otilia Mantelers** ACCA While working as an auditor with KPMG in The Netherlands, Otilia had the opportunity to gain significant practical experience with several multinational companies. She has currently taught for various tailored programmes, public courses as well as for different international professional qualifications, such as ACCA, DipIFR and DipFM.

**Ben Wheaton** is a Chartered Accountant teaching various accounting and auditing papers for BPP. He is also responsible for updating the group IFRS materials.



**Juan Gamecho** began his career in investment banking in the City of London, working initially in structured finance and subsequently in corporate finance. Juan specialises in management strategy.

**Jonathan Snary** is qualified as a Chartered accountant and worked in the corporate finance department of PricewaterhouseCoopers. Jonathan has many years of teaching experience in the business, IT and management faculties.



**Simon Emery** joined BPP in 1989 specialising in Financial Reporting and Auditing subjects. He teaches across all major worldwide accountancy qualifications, including ACCA. Simon was Head of UK Regional offices between 2002-2009.

**Ivona Toma** successfully graduated ACCA few years ago. She worked both as an Audit and Tax Manager. Her experience and background on the tax area recommend her as the perfect presenter for the Romanian Tax courses as well as for Audit areas.



**Waldemar Majek** specialises in financial and internal audits and in internal control. Since 2004, Waldemar has been an ACCA member and starting with 2009 he is a member of the ACCA Auditing Committee.

**Richard Gibbon** is a fellow of the Institute of Chartered Accountants in England and Wales (ICAEW) having qualified with PricewaterhouseCoopers in Manchester, UK. As a tutor, Richard specialises in financial management, management accounting and international financial reporting.



**BPP Professional Education provides training for more internationally recognized professional qualifications than any other company in the world.**

The importance of an international qualification which will add value to your career cannot be underestimated. Therefore, BPP's mission in developing professional education is to train people starting out on their careers, and to support them with continuing professional development once they are qualified.

In Romania, BPP can organize training courses for any of the below professional qualifications, as we strongly believe that *Professional Examination Training* is a need-to-have product rather than a nice-to-have product.

## **BPP Professional Education is the leader in Professional Examination training**



**ACCA** (The Association of Chartered Certified Accountants) is the largest and fastest-growing global professional accountancy body with **325,000 students** and **122,000 members** in **180 countries**. ACCA members are internationally recognised and work in a variety of sectors including public practice, industry, commerce and the public sector. The quality of the qualification means that it offers individuals the opportunity to work in the heart of a business at the highest level.

**DipIFR** (The Diploma in International Financial Reporting) builds on the technical and/or practical knowledge acquired from recognised country specific accountancy qualifications or relevant work experience. The DipIFR provides essential international financial reporting knowledge and principles that will prepare candidates for the increasingly global market place and keep them abreast of international developments and how they might apply to the companies and businesses.

**DipFM** (The Diploma in Financial Management) is a flexible and dynamic programme, designed to achieve a level of practical financial management understanding that is genuinely useful for managers in the workplace. DipFM develops a broad range of topics which enable managers not only to understand financial information but also link it to broader strategic decisions.

**CFA** (The Chartered Financial Analyst) is a globally recognized designation of excellence for investment professionals, awarded by CFA Institute (formerly the Association for Investment Management and Research®). Around the world, the CFA designation is a mark of professional excellence and integrity. As such, charter holders are highly regarded by employers, investors and colleagues alike.

**CIA®** (The Certified Internal Auditor) designation is the only worldwide accepted certification for internal auditors and remains the standard by which individuals demonstrate their competency and professionalism in the internal auditing field. Candidates leave the program enriched with educational experience, information, and business tools that can be applied immediately in any organization or business environment.

**The Continuous Professional Development describes a commitment to enhancing your skills in order to achieve a higher professional competence.**

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BPP has a strong Professional Development division based on its high quality courses, innovative materials and expert presenters. Each of our programmes is constantly reviewed and updated to ensure that the very latest developments are included within each course.

**BPP is able to assist you in designing an appropriate CPD programme to meet your needs.**

Over the past two years alone BPP have supported over 5,000 individuals and organisations worldwide to prepare for the new CPD regime. We also assist each of the Professional Bodies to communicate and explain the requirements of CPD to members who are working in industry or practice. CPD is now mandatory for the majority of qualified accountants. We have an expert team who would be delighted to:

- Discuss with you on an individual basis the CPD requirements of your professional body
- Discuss with staff in your organisation how CPD will apply to them
- Identify training needs within your organization
- Design and deliver appropriate programmes that are integrated within and complement existing training programmes.

As the title suggests, CPD should be a continuous activity undertaken throughout each year rather than at any particular point in time. As a professional working (or on a career break) in industry, practice or other environment, you should identify what you require to carry out your current role effectively and the skills (both technical and management) you need to develop to fulfill that role effectively.

BPP Professional Education organises an extensive range of professional development training programmes in different professional areas. If you are a financial specialist, you work in a bank or as an auditor, or you are a part of the human resources department, BPP is the right place for you to continue and sustain your professional development.

**BPP is a leading provider of quality CPD training to professionals already qualified**



**BPP is able to assist you in developing a suitable CPD scheme both for you and your employees and advising on competence frameworks within your organisation.**

Developed with the practitioner in mind, the professional development courses are continually updated to incorporate current market trends and help keep you at the forefront of the financial services industry. Totally interactive and packed full of practical exercises and case-studies, our training programme will help you learn skills that can be put into use every day. We aim to provide a flexible, easy to book, course programme to meet your needs.

<b>Accounting, Tax and Audit</b>	<b>General Purpose</b>	<b>Management development</b>
<b>US GAAP - IFRS</b>	<b>Understand Company Accounts</b>	<b>Implementing and Developing Business Strategy</b>
<b>IFRS – OMF Comparison</b>	<b>Costing Techniques and Budgets</b>	<b>Successful Business Planning</b>
<b>IFRS Update</b>	<b>Budgeting – Art or Science?</b>	<b>Managing Difficult Situations. Managing Change</b>
<b>Financial Analysis Workshop</b>	<b>Working Capital Management</b>	
<b>Consolidated Accounts - Intermediate</b>	<b>Valuing Your Business</b>	
<b>Consolidated Accounts - Advanced</b>	<b>Introduction to Investments. Intermediate Investments</b>	
<b>Romanian Taxes</b>		

We continually update these programmes to reflect your evolving needs. Therefore, besides the above listed training programmes, BPP can also organise additional training programmes especially if you have a particular training requirement not covered by our present courses. Please visit our international website to see a complete list of the professional development courses.





**Our team of experienced BPP presenters is able to deliver any programme tailored to your particular company needs. With over 30 years of experience in delivering in-house programmes, we are confident that BPP can design the right bespoke training solution for you.**

We have an experienced team of presenters who will listen to your needs, develop courses to your specification and deliver high quality relevant training.

Bespoke training can have the following advantages:

- A more **cost effective solution** for training larger numbers
- Training tailored to **meet your needs**
- Training arranged at a **time and location that suits you**
- Use of **real life case studies** from your organisation, for example your management reports or compliance manual
- A more **open environment** where people are willing to discuss organisation-specific issues
- Potential to use **post-course testing**, to prove competence
- Identification of **internal issues**

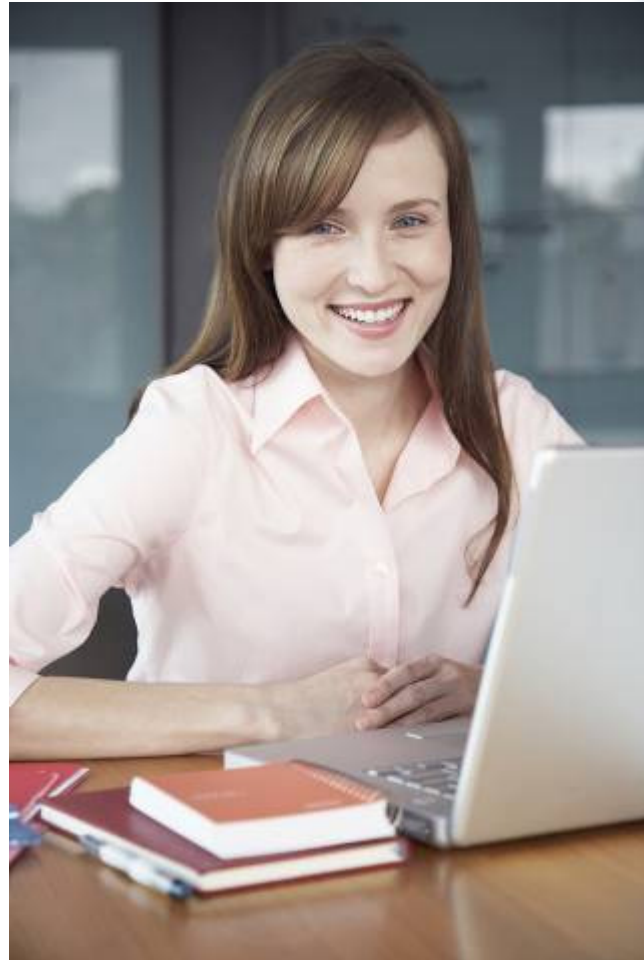
We can help you in any of the following areas:

- Training needs analysis
- Developing and designing courses
- Delivery.

We can help you **develop schemes for your staff** to meet the competences they need for their current or prospective roles in your organisation. Focusing on the **precise requirements of your organisation**, BPP can provide a tailored training solution at a time and location to suit you.

For our clients who have specific training objectives and a sufficient number of delegates, **BPP have extensive experience in designing and delivering courses**, tailoring the content, case studies and length of the course to fit the precise requirement of their organisation. These courses can take place either at BPP's premises, or on their own premises.

We can help you with **developing the relevant training programmes** for your company in the following professional areas:



**Create strong training and develop partnership**

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**Accounting & Financial**

**Management Development**

**Audit & Tax**

**The BPP Client Support Team will help you with all the necessary information about our training programmes, the study materials that we publish or with the exam registration for the qualifications that you are interested in.**

At BPP, we are focused on success - the success of our students is our success as well. Thus, we want our students to become successful in their careers and this can only be achieved through proper and adequate training.



**Adriana Mangaru, ACCA Specialist**

She is specialized in ACCA Client Support and Administration, delivering quality service to top industry and Big 4 clients.

**Email:**adrianamangaru@bpp.ro



**Anca Anchidin, Training Consultant**

Are you looking for the right training programme regarding the investment field, banking, treasury or are interested in the CFA international qualification? Anca has the right answers to these questions.

**Email:**ancaanchidin@bpp.ro



**Andreea Calin, Training Consultant**

If you are interested in the audit field or in the training programmes designed for management or the human resources department, but you don't know which it is the best choice, don't hesitate to contact Andreea.

**Email:**andreeacalin@bpp.ro



**Beatrice Stan, ACCA Administrative Assistant**

Beatrice is responsible with updating all of your student information in our data base in order to keep you constantly aware of our latest news. If you are attending an ACCA course or a Computer Based Exams, Beatrice will take care that you have all the necessary study materials readily available and that this process will work properly.

**Email:**beatricestan@bpp.ro



**Davina Bistrian, Training Consultant**

If you need any type of information regarding our open courses on audit, tax and accounting area, or you want to register for the DipIFR Qualification courses, you can contact our colleague Davina Bistrian.

**Email:**davinabistrian@bpp.ro



**Irina Mocanu, Training Consultant**

Irina is the right person you should contact if you are interested in the financial training or you want to join the DipFM international qualification. She can also assist you with the administration of your DipFM student account.

**Email:**irinamocanu@bpp.ro



**Oana Funaru, ACCA Specialist**

Oana is very successful in liaising with BPP's top clients and providing the best professional support and assistance in any matter related to the ACCA Administration and Courses. She is also coordinator of the BPP Computer Based Exams centre.

**Email:**oanafunaru@bpp.ro

We trust that we have delivered you all the required information.

To view or request course dates for any of our training programmes, including our qualifications or our tailored programmes, please visit [www.bpp.ro](http://www.bpp.ro) or call us at:

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