



Lecture_ Financing alternatives of mobile assets Fall Semester 2023/24

Name of the course	Convincing Senior Management via Controlling and Reporting
Name of the lecturer	Prof. Dr. h.c. Gerhard Mybes
Description of the course	<p>In the lecture, the different forms of financing and financing alternatives of mobile assets with the help of loans, leasing, hire purchase and installment plan are explained.</p> <p>The specifics, the differentiation criteria as well as the identification of the "right" form of financing will be discussed in detail. This also includes practical examples and the independent calculation of financing and its alternatives.</p> <p>Risk assessment - here, in addition to the credit assessment of the supplier and that of the customer, the so-called object creditworthiness is dealt with in detail and with various market examples.</p> <p>In addition to the consideration of the individual financing of a mobile asset, a block within the lecture will deal with the so-called sales financing (retail finance to increase the sales of assets) and its various forms.</p> <p>As a tool "adjacent" to financing, the "fleet management" will be presented to round off and differentiate it from financing, with an in-depth look at the characteristics, depth of offers and target groups.</p> <p>The lecture takes into account German law and decrees.</p>
Dates	t.b.d
Kind of exam	Exam
Prerequisites required	None
Recommended reading	None
Working language	English