

# Blended Training...

Live Seminars  
Webinars  
Online Self-study  
DVD  
Accredited Content  
Packaged Libraries  
Learning Management System (LMS)

## ... is our Artform

### We Realize that "Off-the-Shelf" Doesn't Always Fit!

SmartPros offers a wide array of content, technologies and blended learning (online and live) solutions designed for corporations, firms and association resellers. We can deliver any combination of accredited continuing education program or corporate training program via eLearning courseware, Webinars, live seminars or custom course development.

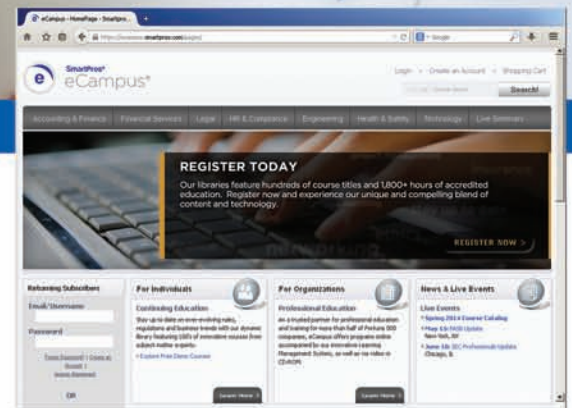
### Depth of Content

We pride ourselves with an unprecedented depth of regulatory training in areas that are complex and difficult to navigate and acquire, yet critically important in today's business. Our combined subscription libraries feature more than 2,000 course titles covering subjects in the accounting, financial services, legal & ethics, HR & compliance, engineering, health & safety and information technology industries.

### Custom eLearning Development

Whether you are looking to convert your existing materials into online, on-demand courseware, looking to develop a custom learning application, or looking for multimedia or video production...SmartPros has you covered!

\*Smartpros eCampus was awarded the 2009 Bronze Medal for "Best Advance in Learning Management Technology for Blended or Informal Learning" by Brandon Hall Research.



Visit SmartPros eCampus and access over 2,000 online accredited courses, or contact us for a tour of SmartPros eCampus!

### Live Accounting & Finance Training Solutions

SmartPros live training division can provide the best trainers on the hottest topics in the accounting and finance communities. Whether you want off the shelf or custom development topics, SmartPros has a live training solution for you!

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## SAMPLE BLENDED LEARNING COURSE

When you want to make sure learning occurs in a corporate learning environment, is it better to bring your learners together in a classic live classroom experience with an expert facilitating the learning interaction, or better to support your learners with access to self-study resources, or both? The good news is depending on which learning modality best suits your learning objective, online self-study, DVD supported group live programs with your own facilitators, live programs delivered and facilitated by SmartPros' experts, or a blend of these programs, SmartPros can deliver the ideal solution. So how would a blended-learning program work from SmartPros? Using the topic of revenue recognition as an example for an organization wanting to ensure they had a sound understanding of the newly converged FASB and IASB revenue recognition standards, this is what it would look like:

### REVENUE RECOGNITION (BLENDED 8 CREDITS)

#### Learning Objective:

To understand the background and fundamentals of the newly converged FASB/ISAB revenue recognition standard and how to apply the new standard to real-life examples in an interactive, live program facilitated by an expert in a classroom session with your peers.

- Program Length: 8 hours (4 online self-study, 4 group live classroom or group internet-based)
- Field of Study: Accounting
- CPE Credit: 8 CPE credits
- Field of Study: Accounting



#### Online self-study Component:

Four, one-hour courses providing an overview of the new revenue recognition standard. Students can achieve baseline standards so all are on the same page to begin the Group Live component.

- Accounting for the New Revenue Recognition Standard Part 1 – Overview
  - Identify the FASB's goals for the revenue recognition project.
  - Recognize existing revenue recognition standards.
  - Recognize existing revenue recognition standards as they apply to special revenue recognition situations.
- Accounting for the New Revenue Recognition Standard Part 2 – New Revenue Recognition
  - Recognize the scope inclusions and exclusions contained within the new revenue recognition standards.
  - Identify the core principles of the new revenue recognition standards.
  - Identify the five-step procedure for recognizing revenue.

- Accounting for the New Revenue Recognition Standard Part 3 – Allocating Transaction Price and Recognizing Revenue
  - Recognize what is involved in allocating the transaction price
  - Determine what is involved in the actual recognition of revenue under the new standard
  - Recognize how to apply the new revenue recognition standard to common revenue recognition situations
- Accounting for the New Revenue Recognition Standard Part 4 – Disclosures, Presentation and Transition Issues
  - Recognize the required disclosures under the new revenue recognition standard.
  - Determine the existing and new presentation requirements of revenue-related items in the financial statements.
  - Identify transition planning steps.



#### Group Live Component:

Four hour presentation focused exclusively on applying what was learned in the self-study portion in a highly interactive learning environment led by an industry expert using real-life scenarios.

#### Other Blended Learning Topics:

Here is a partial list of topics that could be developed into comprehensive blended learning programs that can also be adapted to your particular needs:

- FASB Update
- SEC Enforcement Update
- Fraud Prevention Update
- Normal Purchase Normal Sale – Avoiding Derivative Treatment
- Update on Internal Controls, SOX and COSO - Adequacy of Evidence of Effective Controls – Recent heightened enforcement by PCAOB and SEC
- Earning A Seat at the Table – Evolving from Financial Reporting to Trusted Advisor
- Effective Use of Data Analytics – Isolating Cause and Effect
- Avoiding Mistakes - Benefits of Evolving Towards Single Source of Truth
- Best Practices in Budgeting and Forecasting
- Update/Best Practices in Sustainability Reporting
- Dealing with Difficult Business Counterparts
- Project Management Best Practices for Financial Professionals
- Understanding Neuro-Science to Improve Leadership and Team Building
- Assessing and Making the Most of Team Strengths and Weaknesses
- What CFOs Look for from Their Finance Teams
- Making Presentations More Powerful
- Team Communication – How to Improve
- Stress Management for Financial Professionals
- Masterful Time Management
- Secrets of Impactful Writing for Financial Professionals