

PyroTalks CIC

Understanding the Financial World for Prospect Researchers

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Technical knowledge (80%)	Topic	Sub topics
	Overview of investment bodies and the key players	<ul style="list-style-type: none"> • Acqui-hiring • Central banks • Commercial banks • Investment banks • Investment funds, hedge funds • Private equity • Techpreneurs • Venture capital
	Key job titles and what they mean	<ul style="list-style-type: none"> • Analyst • Banker • CEO / CFO • Fund Manager • Hedge Fund Manager • Investment Manager
	Company types and their significance	<ul style="list-style-type: none"> • LLPs • LTDs • PLCs
	Principles of financial statements	<ul style="list-style-type: none"> • Balance sheet • Cash flow statement • Cash vs. Profits • Income statement • Net assets
	Sources of wealth and how to track their performance	<ul style="list-style-type: none"> • Chattels • Commodities • Fixed interest • Property • Shares
	Key resources	<ul style="list-style-type: none"> • Free sources and how to access / interpret them • Key sources of information

Practical application 20%	Topic
	How to translate company holdings into philanthropic potential – gift capacities
	When it is the right time to advise a fundraiser to make an ask
	How to install this knowledge in your organisation both practically and in a GDPR compliant manner?