



The Association of Accountants and Financial Professionals in Business

### Certified Management Accountant

an exam preparation course for the CMA® exam

February 7 - April 17, 2012  
Tuesdays, 6:30 - 9:30 pm

Educating you for life

Non-Profit Org.  
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Permit No. 130  
Salem, MA

**Salem STATE UNIVERSITY**  
Professional and Community Enrichment  
352 Lafayette Street  
Salem, Massachusetts 01970

**SPRING 2012 SALEM STATE UNIVERSITY – PROFESSIONAL AND COMMUNITY ENRICHMENT PROGRAMS REGISTRATION FORM**

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Former Name or Other Name, if any,  
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Program No.	Section	Program Title	City/Town	Instructor	CEU If Any	Program Cost
NCTP130	S1	CMA Part 1	Salem	Richard H. Simoes		\$1,150
<b>Total</b>						<b>\$1,150</b>

Refunds can be made only for withdrawal before the first meeting.

**Payment:** MAIL-IN REGISTRATION BY CHECK ONLY.  
MADE PAYABLE TO: SALEM STATE UNIVERSITY

Register online at [salemstate.edu/nondegree](http://salemstate.edu/nondegree)  
or by mail (check only) using the registration  
form included in this brochure.

# EARN THE ESSENTIAL CREDENTIAL FOR ACCOUNTANTS AND FINANCIAL PROFESSIONALS

The CMA® (Certified Management Accountant) is the advanced professional certification specifically designed to measure the accounting and financial management skills that drive business performance. Achieving the CMA credential demonstrates your mastery of financial planning, analysis, control, and decision support, as professional ethics.

The CMA credential is:

**Focused** – on the critical skills you use in business

**Respected** – leading employers seek to hire and promote CMAs

**Valued** – CMAs earn higher compensation than noncertified professionals

**Convenient** – CMA Exams are offered on campus at Salem State University, in historic Salem Massachusetts, just north of Boston.

The CMA is tailor-made for finance professionals at all levels, whether you want to enhance your value to your current organization or expand your career potential.



## PART I: FINANCIAL PLANNING, PERFORMANCE AND CONTROL (30 HOURS)

- Planning, Budgeting and Forecasting
- Performance Measurement
- Cost Management
- Internal Controls
- Professional Ethics

## PART II: FINANCIAL DECISION MAKING (36 HOURS)

- Financial Statement Analysis
- Corporate Finance
- Decision Analysis and Risk Management
- Investment Decisions
- Professional Ethics

You can complete both courses (part I and part II) in just two semesters.

## WHO SHOULD TAKE THIS COURSE?

- Candidates preparing for the IMA's CMA examination
- Practitioners identifying, measuring, analyzing, and interpreting financial information
- Accounting and finance professionals who want to enhance their career opportunities
- Accredited, licensed or certified professionals seeking continuing education credits
- CPAs interested in moving into an internal corporate accounting role
- Students enrolled in financial programs or who have an interest in financial planning, analysis and control

## COURSE SCHEDULE

### EXAM PREPARATION – PART I

**Course No: NCTP130 Sect. 1 (3603)**

(May/June testing window)

February 7 – April 17, 2012

Tuesdays, 6:30 – 9:30 pm

**Cost:** \$1,150

**Instructor:** Richard H. Simoes, CMA, CFM  
Director, Financial Planning and Management  
The New England Journal of Medicine

### EXAM PREPARATION – PART II

(September/October testing window)

Summer 2012 Semester

**Register online at [salemstate.edu/nondegree](http://salemstate.edu/nondegree) or by mail (check only) using the registration form included in this brochure.**