



## Lebanese Association of Certified Public Accountants Training Program 2019

### Workshop on the IFRS 15 Revenue from Contracts with Customers Wednesday August 7, 2019 11.00 am – 6.00 pm

#### About the workshop:

IFRS 15 applies to most revenue arrangements, including constructions contracts. Among other things, it changes the criteria for revenue recognition and for determining whether revenue is recognized at a point in time or over time and provides more guidance in areas where current IFRSs are lacking including multiple element arrangements, variable pricing, rights of return, warranties and licensing.

Mouhamad is a member of the Lebanese Association of Certified Public Accountants and he is currently running his own audit firm. He is also a lecturer at the Lebanese University, Holy Spirit University of Kaslik (USEK), National Conservatory of Arts and Crafts (CNAM), a trainer at the LACPA of DipIFR and Audit courses and a CPA, CMA, CIA and DipIFR courses at Morgan International Lebanon SAL.

Mouhamad is an expert in IFRS, Auditing, and a corporate trainer. Having a track record of delivering training solutions in Lebanon with more than 15 years of experience spanning private and public entities (industry and training). He has trained thousands of professionals during the course of his career including programmes on IFRSs, Financial Reporting, Budgeting and Financial Analysis, Internal and external Auditing, taxation.



#### **The Trainer:**

*Mr. Mouhamad Saleh*  
CPA, LCPA, DIPIFR, MBA, MRES

#### Workshop Outcomes:

By the end of this workshop, participants will be able to:

- Learn the new five-step approach to apply the standard.
- Identify how the new revenue recognition model impacts P&L.
- Understand how:
  - ✓ To classify a change in contract terms as modification or new contract?
  - ✓ To determine performance obligations?
  - ✓ To unbundle performance obligations in a multiple service arrangement?
  - ✓ To evaluate the impact of contingencies on my revenue arrangements?
  - ✓ How will the guidance impact the revenue recognition pattern?
  - ✓ To establish and document estimates, including predictive experience?
- Identify what are the common challenges experienced by companies.
- What are companies doing now to implement the new requirements.

#### Workshop Program:

10.30 am: Reception and Registration  
11.00 am – 12.30 pm: Round one  
12.30 pm – 12.45 pm: Coffee Break  
12.45 pm – 02.00 pm: Round two  
02.00 pm – 02.30 pm: Lunch Break  
02.30 pm – 06.00 pm Round three

Venue:, Beirut - TBA

Workshop Registration Fees: 50,000 L.L.  
Registration Form: Available on the LACPA website.

Workshop Language: English and Arabic  
CPE Credits Granted: 6 CPE