MERCURY

Managing Institutional Investors & Analyst Relations at Board Level

8 – 12 February 2027
Vienna (Austria)



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Ref: 16250_1078650 **Date:** 8 – 12 February 2027 **Location:** Vienna (Austria) **Fees:** 5900 Euro

Introduction:

Managing relationships with institutional investors and financial analysts is a critical responsibility at the board level, as it shapes the company's market reputation and capital access. This Managing Institutional Investors and Analyst Relations at Board Level training course examines the strategic frameworks and communication techniques required to establish and maintain effective investor relations.

Participants will learn how to align board-level decisions with investor expectations and market demands. The Managing Institutional Investors and Analyst Relations at Board Level course covers regulatory environments, best practices for disclosure, and crisis communication management, emphasizing proactive engagement and transparent dialogue with key stakeholders to foster trust and long-term investment.

Through practical case studies and role-based scenarios, learners will develop their ability to influence investor perceptions positively. This Managing Institutional Investors and Analyst Relations at Board Level program empowers board members and senior executives to navigate complex financial communications with confidence and effectiveness.

Targeted Groups:

This Managing Institutional Investors and Analyst Relations at Board Level training course targets professionals seeking specialized knowledge and skills:

- Board members are involved in investor relations.
- Chief Executive Officers and CFOs.
- Investor relations managers and officers.
- Financial analysts and corporate strategists.
- Corporate communications directors.
- Compliance and regulatory affairs professionals.
- Senior executives responsible for capital markets engagement.
- Professionals transitioning to investor relations roles.
- Consultants advising on corporate governance and investor communication.
- Fund managers are seeking insights into company board strategies.

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Course Objectives:

Participants will achieve the following objectives by completing the Managing Institutional Investors and Analyst Relations at Board Level course:

- Analyze the role of institutional investors in corporate governance.
- Develop strategic communication plans for investor and analyst relations.
- Evaluate regulatory requirements for transparent disclosure.
- Apply best practices to manage earnings calls and investor meetings.
- Interpret financial data to address investor inquiries accurately.
- Design frameworks for crisis management in investor relations.
- Build skills to foster trust and long-term investor engagement.
- Enhance board-level decision-making aligned with investor expectations.
- Implement continuous improvement processes in investor communications to enhance transparency and effectiveness.
- Assess the impact of market sentiment on corporate valuation.
- Create measurable goals for investor relations success.
- Collaborate effectively with financial analysts and investment communities.

Targeted Competencies:

Participants will gain the following competencies during the Managing Institutional Investors and Analyst Relations at Board Level program:

- Strategic investor engagement techniques.
- Effective communication with institutional investors.
- Mastery of regulatory compliance in financial disclosures.
- Crisis communication and reputation management skills.
- Data-driven investor relations decision-making.
- Proficiency in preparing and conducting earnings presentations.
- Analytical skills to interpret market and investor feedback.
- Board-level governance and investor relations alignment.
- Relationship building with financial analysts and stakeholders.
- Ability to measure and improve investor relations impact.

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Course Content:

Unit 1: Foundations of Institutional Investor Relations:

- Definition and significance of institutional investors.
- Overview of investor relations at the board level.
- Types of Institutional Investors and Their Investment Goals.
- Regulatory framework governing investor relations.
- Key principles of transparency and disclosure.
- Role of board members in investor relations governance.
- Ethical considerations and compliance requirements.

Unit 2: Communication Strategies for Investor Relations:

- Developing clear and consistent messaging.
- Crafting annual reports and investor presentations.
- Managing earnings calls and investor briefings.
- Engaging financial analysts through targeted communication.
- Leveraging digital platforms for investor engagement.
- Tailoring communication for diverse investor profiles.
- Building trust through proactive disclosure.
- Addressing misinformation and market rumors.

Unit 3: Financial Analysis and Reporting for Board Members:

- Understanding financial statements and metrics.
- Interpreting stock performance and market signals.
- Communicating complex financial data.
- Analyzing market trends and investor sentiment.
- Integrating financial insights into board discussions.
- Preparing for analyst Q&A sessions effectively.
- Using data visualization for investor communication.

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Unit 4: Crisis Management in Investor Relations:

- Identifying potential crises affecting investor confidence.
- Developing a crisis communication plan.
- Coordinating board responses during financial downturns.
- Handling negative analyst reports professionally.
- Legal Considerations and Disclosure Obligations in Crisis Situations.
- Restoring investor trust post-crisis.
- Role-playing crisis scenarios for preparedness.

Unit 5: Measuring and Enhancing Investor Relations Effectiveness:

- Setting KPIs for investor relations programs.
- Gathering and analyzing investor feedback.
- Using technology to monitor investor engagement.
- Benchmarking against industry best practices.
- Continuous improvement of investor relations strategies.
- Collaborating with IR teams and external consultants.
- Preparing board reports on investor relations outcomes.

Final Insights & Key Takeaways:

Effective management of institutional investors and analyst relations at the board level is essential for sustaining corporate credibility and market value. This course equips senior leaders with strategic communication and analytical tools for successful investor engagement. Participants will leave with actionable frameworks to enhance transparency and trust. This training fosters board-level confidence in navigating complex investor landscapes.