



Course : Budgeting and Forecasting Process, Tools and Techniques

City :	Doha	Hotel :	The Ritz-Carlton, Doha
Start Date :	2025-11-23	End Date :	2025-11-27
Period :	1 Week	Price :	3950 \$

Course Overview

This training program explores advanced strategies in financial management and strategic planning to enhance organizational success. Participants will learn to align financial strategies with business objectives, optimize capital structures, and implement effective cost and risk management techniques. It empowers them to drive performance improvement through strategic budgeting, forecasting, and project appraisal.

Course Objectives

At the end of this program, participants will be able to:

- Improve their ability to think strategically and participate in the integration of the organization's strategic management and budgeting processes.
- Use forecasting techniques most appropriate to their organization's strategic planning and budgeting.
- Apply the techniques that relate to the key principles of financial management: shareholder wealth maximization; cash flow; time value of money; risk.
- Appreciate the behavior of costs and identify the costing methods that may best be used in financial planning, budgeting, and budgetary control.
- Use best practice to develop operating budgets, capital expenditure budgets, and cash flow budgets and forecasts in line with organizational strategic objectives.

Target Audience

- Line Managers.
- Project Managers.
- Professional Advisers.
- Consultants.
- Financial Managers.
- Financial Analysts.
- Strategic Planning Managers.

Methodology

This training course will utilise a variety of proven adult learning techniques to ensure maximum understanding, comprehension and retention of the information presented. This will include presentations delivered in a highly participative style with discussion, practical exercises and team-based case studies. The training course will provide the practical tools and techniques necessary for the development of budgets, forecasts and business plans. It will provide a real-world practical context by incorporating worked examples, and Excel© models so that you will see how theory applies in practice and discuss the various issues raised.

Course Outline

Day 1 :Strategic Management and Financing

- Strategic analysis, choices, evaluation, and implementation
- Links between strategy, forecasting, planning, budgeting, and performance measurement
- Strategic capability and avoiding the “Spiral of Death”
- Shareholder wealth maximization and value creation
- Financial strategy, dividend policy, agency problem, and corporate governance
- Long-term financing and capital structure optimization (minimizing WACC)
- Strategy Maps and Balanced Scorecard integration

Day 2 :Financial Planning, Forecasting, and Risk Analysis

- Financial planning process and modeling using Excel
- Statistical forecasting tools and techniques
- Forecasting sales revenues and pricing (short- and long-term)
- Excel for optimum product mix decisions
- Short-term financing, working capital, and cash operating cycle
- Direct vs. indirect cash flow analysis

- Cash flow forecasting using Excel
- Risk and uncertainty: business, financial, systematic, and unsystematic risks

Day 3 :Cost Analysis Techniques

- Cost behavior: fixed, variable, direct, and indirect costs
- Product vs. period costs
- Cost allocation and absorption of overheads
- Absorption costing vs. marginal costing
- Cost-volume-profit (CVP) analysis and Excel “what-if” modeling
- Activity-Based Costing (ABC) and Activity-Based Management (ABM)

Day 4 :Budgeting, Control, and Performance Improvement

- Purposes and reasons for budgets
- Stages of budget preparation and the master budget
- Activity-Based Budgeting (ABB)
- Responsibility accounting and variance analysis
- Behavioral aspects and challenges of budgeting
- Conflict between performance improvement and costing system
- Lean thinking and integrating continuous improvement into the budget process

Day 5 :Project Appraisal and Capital Budgeting

- Time Value of Money (Future and Present Values)
- Discounted Cash Flow (DCF) principles
- Capital investment appraisal methods
- Project risk assessment: sensitivity analysis, simulation, scenario analysis, NPV break-even
- Capital rationing and profitability index (PI)
- Integrated case study: applying valuation, budgeting, and risk tools to a project decision