

# Financial and Commercial Awareness

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## *Module 2*

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# Financial & Commercial Awareness

**Training and education programmes that we provide are non-prescriptive. We will tailor a course to meet your specific needs and ensure that it supports your key employee development objectives in a practical and workable way.**

## Module 2

### Course Overview – Duration 2 days

The programme will help increase delegates understanding of how Budgeting, Forecasting, and Profit & Loss controls work within businesses - and how to utilize them as effective management measures. We highlight the importance of revenues and overheads; define the Top 5 Business Drivers with a firm understanding of each, and their interdependencies. We will use practical work-place examples in a number of breakout sessions to broaden each delegates understanding.

### Course Objectives

By attending the programme each delegate will be able to:

- Understand the development of budgets and forecasts and the assumptions that underpin them
- Understand how to analyse and challenge key budget financial drivers
- Understand the key financial levers that drive the business
- Make competent resource decisions based on objectivity and rational assumptions
- Understand how P&L management works and interpret financial data
- Understand Top 5 P&L drivers and how a change in one affects the other
- Understand COGS, DCS and Operating Expenditure particularly in relation to effective resource planning
- Understanding EBITDA and use it as an output measure
- Understand how important the P&L is in an effective resource planning and budgeting process

### Course Outline

The core components will include but are not limited to:

- Key Financial Metrics
- Using financial data such as Daily Reports to make business decisions
- Budget Planning
- Scenario Planning
- Cost-Benefit and Break Even Analysis
- Practical Exercises
- Business Simulations

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