

Financial and Commercial Awareness

Module 1

This programme will help delegates understand the key financial drivers in their business, and how their commercial decisioning can affect those enablers.

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 1

Course Overview – Duration 2 Days

This programme will help delegates understand the key financial drivers in their business, and how their commercial decisioning can affect those enablers.

The course examines detailed concepts such as Key Financial Assumptions, Cost-Benefit Analysis and other relevant metrics, as well as exploring the realities of commercial decision making. The programme also helps to “de-mystify” the jargon associated with financial data and helps the candidate interpret it in a practical usable fashion.

Course Objectives

By attending the programme, delegates will be able to:

- Understand the development of budgets and the assumptions that underpin them
- Interpret Financial reporting such as Daily Monitoring Reports, Management Accounts and Company Annual Reports
- Make and deliver an effective business case for resources in their workplace
- Understand the key financial levers that drive their unit and the business
- Make competent resource decisions based on objectivity and rational assumptions backed by solid calculations
- Bring a tangible set of tools back to their place of work

Course Outline

The core components will include but are not limited to:

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

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