Finance, Accounting and Banking

Strategic Plan,financial analysis and effective budgeting

Course Introduction

Adeptly formulating strategies, conducting thorough risk assessments, effectively managing budgets, and maintaining cost control all stand as indispensable proficiencies for managers committed to delivering exceptional performance and significantly contributing to their organization's success. Given the persistently unpredictable and volatil enature of the business landscape, senior and middle management face substantial pressure to strike a balance between strategic foresight and immediate action. The ability to swiftly adapt to frequent changes and uncertainties has become an increasingly sought-after attribute,positioning agile managers at a distinct advantage in the current business climate. This course is designed to equip participants with the essential skills crucial for effective managerial performance, especially in the face of dynamic and uncertain business environments.

By delving into critical areas such as strategic development, comprehensive risk analysis, adept budgeting, and precise cost control, the program empowers managers to navigate complex challenges with confidence and precision.

The key highlights of the course lie in its focus on fostering adaptability, enabling participants to develop a proactive mindset that can seamlessly align long-term strategic vision with agile short-term actions, ultimately positioning them to make substantial and impactful contributions to their organizations.

Target Audience

- C-suite Executives (CEOs, CFOs, COOs)
- Directors & Senior Managers (Strategy, Finance, Operations)
- Risk Management Professionals
- Business Development & Corporate Strategy Managers
- Financial Analysts & Budgeting Professionals
- Project & Program Managers
- Negotiation & Procurement Specialists
- Entrepreneurs & Business Owners
- Management Consultants
- Operational Leaders & Department Heads

Learning Objectives

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

- Gain a comprehensive understanding of the fundamental components of strategic planning and their significance in organizational success.
- Acquire the skills to develop SMART goals and formulate effective strategies that align with the organization's mission and vision.
- Learn the strategies for the seamless implementation of strategic plans, including effective performance measurement and tracking mechanisms for timely adjustments and adaptations.
- Enhance proficiency in budgeting and managing costs.
- Comprehend the role of financial metrics in driving strategic accomplishments.

Course Outline

- **01 Day One**

  MODULE 1: STRATEGY, RISKS, NEGOTIATION &IMPLEMENTATION

  STRATEGY AND STRATEGIC PLANNING

  - Introduction to strategy - background, historical developments, majortheories
  - Strategic Management – a practical approach for every leader
  - A consistent methodology for strategy development
  - The relationships between vision, mission and strategy
  - The steps involved in developing a strategy
  - Fundamentals of strategic planning
  - Key components of a strategic plan
  - Vision and mission development
  - Organizational analysis
  - Market assessment
  - Competitive analysis

- **02 Day Two**

RISKS

- The meaning and nature of risk
- Identifying the risks in a given strategy
- Prioritizing risks
- Contingency planning
- Risk mitigation strategies

NEGOTIATION

- The everyday role and attitude of 'Win-Win' negotiating
- Power - gaining a superior position
- Strategy and Tactics in negotiating
- Understanding your opponents negotiating style and tactics
- Negotiating Countermeasures
- Goal Setting and Strategy Formulation

• 03 Day Three

SMART GOAL ESTABLISHMENT

- Goal alignment with the mission
- Strategy development process
- Competitive strategy formulation
- Growth strategy implementation
- Innovation strategy design
- Risk management strategy development

IMPLEMENTATION AND MONITORING OF STRATEGIC PLANS

- Implementation strategies
- Change management techniques
- Performance measurement methods
- KPI selection and definition
- Data collection procedures
- Progress tracking mechanisms
- Adjustments and adaptations

• 04 Day Four

MODULE 2: EFFECTIVE BUDGETING & OPERATIONAL COST CONTROL

INTRODUCTION: BUILDING A COMMON FINANCIAL LANGUAGE

- The key role of budgeting and cost control in contemporary organizations
- The 21st century business imperative: delivering value added (but to whom?)

◦ Financial vs. Managerial accounting (for decision making)

◦ Understand your processes: integrating financial and non-financial aspects

◦ The budgeting process

◦ Examples & Discussion

• **05 Day Five**

THE BUDGETING PROCESS

◦ The key features of budgeting

◦ Advantages and concerns with budgeting

◦ Accountability and centers of responsibility

◦ Zero-based budgeting

◦ Budgeting and cost control

◦ Examples & Discussion

COST ANALYSIS

◦ Different costs for different purposes

◦ Fixed vs. Variable costs

◦ The Cost-Volume-Profit analysis model

◦ Contribution Margin analysis

◦ Examples & Discussion

TRADITIONAL VS. ADVANCED TECHNIQUES IN COST-CONTROL

◦ Under-costing and over-costing: the consequences for profitability

◦ Indirect (OH) vs. Direct costs

◦ Traditional Cost Allocations systems vs. Activity-Based Costing (ABC)

◦ Linking resources, activities and management

◦ Variance analysis

BEYOND THE BUDGETS: BALANCED SCORECARDS AND SIX-SIGMA

◦ Broadening performance measurement systems

◦ Beyond budgeting: Integrating financial and non-financial issues

◦ Introducing the Balanced Scorecard

◦ Introducing the Strategy maps

◦ Introducing Six-sigma

Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
May 4, 2025	May 8, 2025	5 days	4250.00 $	KSA - Jeddah
Sept. 22, 2025	Sept. 26, 2025	5 days	4950.00 $	England - London
Dec. 15, 2025	Dec. 19, 2025	5 days	4250.00 $	UAE - Dubai