Budget Planning and Financial Forecasting

21 – 25 February 2027
Tunis (Tunisia)



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Introduction

In an era of economic volatility and rapid market changes, mastering Budget Planning and Financial Forecasting is no longer a luxury—it's a necessity. These practices empower decision-makers to align financial resources with strategic objectives, anticipate risks, and capitalize on growth opportunities.

This course is tailored for executives, department heads, finance professionals, and aspiring leaders across sectors such as energy, banking, telecommunications, government, HR, project management, and marketing. Whether you're preparing budgets, leading financial teams, or contributing to business strategy, the ability to plan and forecast effectively sets you apart.

Through a comprehensive blend of theory, tools, and real-world applications, participants will develop the analytical and strategic skills required to drive financial performance and resilience.

Course Objectives

- Understand core concepts of budgeting, forecasting, and their strategic importance.
- Apply modern budgeting methodologies e.g., zero-based, rolling, flexible budgeting.
- Use forecasting tools to model financial scenarios and predict outcomes.
- Align budgets with organizational goals and performance KPIs.
- Analyze variances, identify gaps, and implement corrective measures.
- Leverage financial data for strategic decision-making.
- Develop multi-year financial plans with scenario-based projections.
- Foster cross-functional collaboration in financial planning processes.
- Utilize Excel and financial software to build reliable forecasting models.
- Present budget and forecast reports with clarity and influence.

Course Outlines

Day 1: Budgeting Foundations and Frameworks

- Introduction to budgeting types and processes.
- Strategic vs. operational budgeting.
- Components of an effective budget.
- Stakeholder alignment and budget ownership.
- Budget calendars and planning cycles.
- Case review: common pitfalls in budget design.



Day 2: Forecasting Principles and Financial Modeling

- Forecasting techniques trend, regression, time series.
- Historical data analysis and projection logic.
- Building forecasting models in Excel.
- Scenario analysis and sensitivity testing.
- Integrating forecasting into business planning.
- Group exercise: build a 12-month forecast.

Day 3: Linking Budgets to Strategy

- Aligning budgets with corporate goals.
- Setting financial and non-financial KPIs.
- Departmental budgeting and performance ownership.
- Managing constraints and trade-offs.
- Using rolling forecasts for agile planning.
- Workshop: translating strategy into budget allocations.

Day 4: Variance Analysis and Financial Risk Management

- Techniques for variance analysis and budget review.
- Identifying causes of budget deviations.
- Early warning systems and risk indicators.
- Internal controls and financial governance.
- Budget adjustments and mid-cycle updates.
- Exercise: analyzing a budget deviation case.

Day 5: Reporting, Communication, and Implementation

- Communicating financial plans effectively.
- Visualization techniques for financial reporting.
- Building presentations for stakeholders.
- Gaining buy-in for financial decisions.
- Post-budget monitoring and continuous improvement.
- Final evaluation: present a full budget/forecast plan.



Why Attend this Course: Wins & Losses!

- Gain in-demand skills in budgeting and forecasting.
- Improve planning accuracy and financial transparency.
- Enhance decision-making using data-driven insights.
- Boost collaboration between departments.
- Align budgeting with strategic objectives.
- Strengthen risk management and financial control.
- Apply skills immediately in your organization.
- Prepare for professional certifications in finance.

Conclusion

Budget Planning and Financial Forecasting are not confined to finance departments—they are key capabilities for leaders across all functions. This course provides practical tools, tested models, and strategic insights that help professionals steer their organizations with precision, agility, and impact.

By mastering these skills, you'll be better equipped to manage financial uncertainty, support strategic initiatives, and contribute to lasting organizational value.

