Feasibility Study Professional (CFSP) - CSOBM Certification

7 – 18 June 2027
Berlin (Germany)



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Introduction

The Feasibility Study Professional CFSP - CSOBM Certification course provides participants with a comprehensive framework for assessing the practicality and viability of proposed business projects and investments.
This training covers the technical, financial, legal, and market-related components of feasibility studies, ensuring a complete understanding of project evaluation.
Participants will learn to structure and present feasibility studies that support strategic decision-making and improve the success rates of investment initiatives.
The course is essential for analysts, planners, project managers, and decision-makers who need to validate ideas before committing to significant investments.
Throughout the course, participants will build the skills to develop and deliver a persuasive feasibility study report that supports go/no-go decisions.

Course Objectives

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

- Understand the role and structure of professional feasibility studies.
- Analyze market, technical, legal, and financial factors affecting project viability.
- Use proven methods and tools to assess risk and project sustainability.
- Prepare a complete and persuasive feasibility study report.
- Support management with reliable insights for go/no-go decisions.

Course Outlines

Day 1 - Foundations of Feasibility Studies

- Definition, importance, and purpose.
- Key types: technical, market, legal, and financial feasibility.
- Phases of feasibility study development.
- Internal vs. external feasibility studies.
- Role of feasibility studies in strategic planning.



Day 2 - Defining Project Scope and Strategic Fit

- Clarifying business goals and opportunity statements.
- Setting project boundaries and assumptions.
- Stakeholder identification and engagement.
- Linking feasibility studies with business case development.
- Understanding internal and external success factors.

Day 3 - Market and Industry Feasibility

- Gathering and analyzing market data.
- Customer needs and demand forecasting.
- Competitor analysis and positioning.
- Evaluating market entry and growth potential.
- Using PESTEL and SWOT for strategic context.

Day 4 - Technical and Operational Feasibility

- Assessing technical solutions and options.
- Infrastructure, location, and technology requirements.
- Operational workflow and capacity analysis.
- Human resource and skill availability.
- Cost, complexity, and scalability considerations.

Day 5 - Financial Feasibility and Investment Appraisal

- Identifying and estimating CAPEX and OPEX.
- Building revenue models and profit projections.
- Financial indicators: NPV, IRR, Payback Period.
- Scenario and sensitivity analysis.
- Financial feasibility summary and implications.

Day 6 - Legal, Regulatory, and Environmental Considerations

- Legal structures and ownership models.
- Licenses, permits, and compliance.
- Contractual obligations and liabilities.
- Environmental and sustainability considerations.
- Social and ethical impact evaluation.



Day 7 - Risk Analysis and Contingency Planning

- Identifying key project risks.
- Qualitative and quantitative risk assessments.
- Probability-impact matrices and risk scoring.
- Risk mitigation strategies.
- Building contingency and backup plans.

Day 8 - Feasibility Study Report Development

- Components of a well-structured report.
- Writing the executive summary.
- Presenting data with visuals and dashboards.
- Making conclusions and recommendations.
- Review and refinement process.

Day 9 - Review, Evaluation, and Presentation

- Peer review and validation methods.
- Presenting the feasibility study to decision-makers.
- Handling objections and answering critical questions.
- Decision-making frameworks.
- Building consensus and gaining approvals.

Day 10 - Real-Life Case Study and Course Wrap-Up

- Full case-based project: building a feasibility study.
- Group work and role-based presentation.
- Feedback from facilitator and peers.
- Lessons learned and industry tips.
- Summary of tools, templates, and best practices.

Why Attend this Course: Wins & Losses!

- Master the complete framework for evaluating project viability and risk.
- Build and present a persuasive feasibility study report aligned with strategic decision-making.
- Gain hands-on experience in analyzing technical, financial, legal, and market components.
- Enhance your credibility and support management with actionable insights for go/no-go decisions.



Conclusion

The Feasibility Study Professional CFSP - CSOBM Certification course delivers a powerful blend of theory and practical tools to help you develop complete, reliable, and persuasive feasibility studies.
It empowers participants to support management with data-driven go/no-go decisions and confidently pursue high-impact business projects.

Join this course to gain the professional skills and proven frameworks needed to unlock project success and reduce investment risk.

