

Business Forecasting

No one can predict the future. But the past can be a guide to what might happen, and how the company needs to organise itself for future threats and opportunities.



Who is it for?

A forecasting course is ideal for anyone who needs to get involved in business planning, and in particular the financial implications of future plans.

Benefits

From attending this course people will be able to:-

- Explain how forecasting relates to both the organisation's internal and external environments
- Understand quantitative and qualitative forecasting methods
- Prepare a forecast and undertake sensitivity analysis and scenario analysis
- Calculate the required financial position of the company based on assumptions made

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- Positioning forecasting in the organisation.
- Quantitative-based forecasting techniques (e.g. using time series data, regression)
- Qualitative-based forecasting of the external business environment
- Qualitative-based forecasting techniques such as Jury Method and Delphi Method
- Forecasting the financial structure: forecasting sales, costs and profits; asset investment; financial structure; debt capacity
- Capital investment appraisal: either an overview or an additional day or more to cover this in depth.

This list is not exhaustive so please talk to us if you don't see what you are looking for.

Why X Learning?

So much finance training can be dull and boring. We make this subject lively, fun, interesting and above all relevant by:

- Drawing learning from day to day events within the business
- Allowing participants to directly reflect on the organisation and the job they do
- Incorporating high levels of interactivity, for example:
 - Running light hearted but focussed business games
 - Using live company data where possible
 - Providing realistic case studies
- Cutting out the jargon and keeping things simple
- Encouraging group work
- Catering for different learning styles and providing multi sensory input

Programme length options: 1, 2 or 3 days depending upon your requirements

To discuss **call** Mike on 07899 728 628 or David on 07984 817 328
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