

FINANCIAL FORECASTING, BUDGETING & MODELLING

“Driving Financial Accuracy and Business Agility through Dynamic Planning Tools”

Schedule

Date	Venue	Fees (Face-to-Face)
19 - 23 Jul 2026	Doha, Qatar	USD 3495 per delegate

► **Available delivery methods:** Face-to-Face & Online Training

Introduction

In an era of economic uncertainty and rapid change, accurate forecasting, efficient budgeting, and robust financial modelling are critical to effective decision-making. Organizations that leverage these tools can allocate resources more wisely, adapt quickly to market shifts, and maintain strategic agility.

This course provides professionals with the essential frameworks, Excel-based models, and analytical skills to build integrated forecasts, design budgets, and simulate financial scenarios. Real-world applications and hands-on sessions ensure participants leave with tools they can use immediately in their roles.

Objectives

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

- Build dynamic financial models using Excel best practices
- Forecast income, expenses, and cash flow using various methods
- Develop rolling budgets and link them to strategic planning
- Apply scenario and sensitivity analysis to prepare for volatility
- Interpret model outputs to support sound business decisions

Why Attend

- Gain hands-on experience in forecasting and modeling techniques
- Improve your budgeting process through integrated planning models
- Translate assumptions into accurate and reliable financial projections
- Enhance cross-functional planning and resource allocation
- Support business agility through real-time financial insights

Target Audience

This program is designed for:

- Financial Analysts and Budget Officers
- Planning and Performance Managers
- Accountants and Controllers
- Strategy, Treasury, and Business Finance Professionals
- Anyone responsible for preparing or reviewing financial forecasts and models

Individual Benefits

Key competencies that will be developed include:

- Modeling revenue, costs, and profitability in Excel
- Variance analysis and performance forecasting
- Cash flow modeling and break-even analysis
- Linking financial models to strategic KPIs
- Scenario and sensitivity testing for risk preparation

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- More accurate and agile financial planning processes
- Better alignment of budgeting with business strategy
- Improved ability to forecast future performance and risks
- Enhanced collaboration between finance and business units
- Greater transparency and accountability in financial reporting

Instructional Methodology

The course follows a blended learning approach combining theory with practice:

- Strategy Briefings - Financial strategy alignment and forecasting concepts
- Case Studies - Budgeting and forecasting success/failure examples
- Workshops - Model building, projection exercises, rolling forecasts
- Peer Exchange - Budget process insights from different sectors
- Tools - Excel templates, scenario planners, forecasting dashboards

Course Outline

Training Hours: 7:30 AM - 3:30 PM Daily Format: 3-4 Learning Modules | Coffee breaks: 09:30 & 11:15 | Lunch Buffet: 01:00 - 02:00

Day 1: Forecasting Principles and Frameworks

- Module 1: Introduction to Forecasting and Budgeting (07:30 - 09:30) • Purpose, types, and strategic context
- Module 2: Forecasting Techniques and Assumptions (09:45 - 11:15) • Qualitative vs quantitative, top-down vs bottom-up
- Module 3: Time Series and Trend Analysis (11:30 - 01:00) • Moving averages, regression, seasonality
- Module 4: Workshop - Build a Sales Forecasting Model (02:00 - 03:30) • Assumption mapping and baseline creation

Day 2: Budgeting Systems and Models

- Module 5: Types of Budgeting Approaches (07:30 - 09:30) • Incremental, zero-based, rolling, activity-based
- Module 6: Operating and Capital Budget Integration (09:45 - 11:15) • Linking P&L, balance sheet, and cash flow budgets
- Module 7: Budget Variance and Control Mechanisms (11:30 - 01:00) • Target setting, budget vs actual, variance drivers
- Module 8: Workshop - Develop a Departmental Budget Model (02:00 - 03:30) • Inputs, structure, review process

Day 3: Financial Modelling in Excel

- Module 9: Excel Modelling Best Practices (07:30 - 09:30) • Structure, error-proofing, use of formulas and functions
- Module 10: Revenue and Cost Modeling (09:45 - 11:15) • Gross margin, variable/fixed cost allocation
- Module 11: Cash Flow Forecasting and Liquidity Planning (11:30 - 01:00) • Working capital, inflows/outflows, buffer analysis
- Module 12: Workshop - Create a 3-Statement Integrated Model (02:00 - 03:30) • Model linking and reconciliation

Day 4: Scenario Planning and Risk Analysis

- Module 13: Scenario and Sensitivity Analysis (07:30 - 09:30) • Changing inputs, risk factors, driver-based planning
- Module 14: Break-Even and Contribution Margin Tools (09:45 - 11:15) • Profit-volume analysis, breakeven charts
- Module 15: Simulation and Monte Carlo Basics (11:30 - 01:00) • Risk ranges, outcome distribution, Excel tools
- Module 16: Workshop - Model a Business Stress Test (02:00 - 03:30) • Apply volatility to key drivers

Day 5: Strategic Integration and Reporting

- Module 17: Linking Forecasting to KPIs and Strategy (07:30 - 09:30) • Financial and non-financial performance alignment
- Module 18: Financial Dashboards and Visual Reports (09:45 - 11:15) • Charts, graphs, executive summaries
- Module 19: Best Practices for Presenting Financial Models (11:30 - 01:00) • Storytelling with numbers, stakeholder communication
- Module 20: Final Workshop - Present Your Forecasting Model (02:00 - 03:30) • Group presentations and feedback session

Certification

Participants will receive a Certificate of Completion in Financial Forecasting, Budgeting & Modelling, validating their ability to plan, build, and apply dynamic financial tools to support decision-making and drive business performance.

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