Professional Center

PROFESSIONAL TRAINING COURSE

Course No. 1628

Domestic Revenue Mobilization & Tax Revenue Management Training Course

PUBLIC FINANCE, TAXATION & FISCAL POLICY
GOVERNMENT & PUBLIC SECTOR

DURATION	DELIVERY
5 Days	**Classroom**

Course Overview

The Domestic Revenue Mobilization & Tax Revenue Management Training Course is a practical and professionally focused program designed to strengthen the capabilities required to improve domestic revenue performance, tax revenue administration, collection efficiency, and fiscal sustainability. The course provides a structured understanding of how governments can mobilize sustainable domestic revenues while improving the effectiveness, transparency, and performance of tax administration.

The program examines the complete revenue management cycle, from taxpayer registration and tax assessment through filing, collection, arrears management, compliance, audit, and reporting. Participants will explore practical approaches to identifying revenue gaps, strengthening the domestic tax base, improving voluntary compliance, managing tax risks, and using financial and operational data to support better revenue decisions.

Particular emphasis is placed on the practical management of tax revenues. Participants will learn how to analyze taxpayer segments, identify compliance risks, prioritize collection activities, evaluate tax arrears, and monitor revenue performance. The course also addresses the relationship between tax policy, economic activity, taxpayer behavior, and government revenue, helping participants understand the operational and financial consequences of revenue management decisions.

The course also develops practical skills in revenue forecasting, variance analysis, performance measurement, and fiscal risk assessment. Through case studies, analytical exercises, and workshops, participants will develop practical frameworks for improving collection performance, strengthening revenue administration, managing arrears, expanding the effective tax base, and supporting government fiscal planning.

Objectives

- Analyze the principles of domestic revenue mobilization and their role in strengthening public finance and fiscal sustainability.
- Evaluate major domestic revenue sources and identify the economic and administrative factors affecting tax revenue performance.
- Assess the structure and effectiveness of tax revenue systems and identify practical opportunities for improvement.

- Apply practical approaches to analyzing the tax base and identifying opportunities for sustainable domestic revenue growth.
- Evaluate taxpayer compliance levels and identify the main drivers of tax revenue gaps.
- Develop practical approaches for improving tax collection, receivables management, and tax arrears recovery.
- Apply tax revenue risk management techniques to identify, classify, and prioritize compliance and collection risks.
- Analyze actual tax revenue performance against forecasts and approved revenue targets to identify material variances.
- Develop relevant revenue performance indicators for measuring collection efficiency, compliance, arrears, and administrative effectiveness.
- Evaluate the potential impact of economic conditions and tax policy changes on domestic revenue performance.
- Design practical initiatives for improving tax compliance, collection effectiveness, and revenue administration.
- Develop an integrated domestic revenue mobilization framework based on data, risk, performance, and continuous improvement.

Who Should Attend

This course is designed for revenue directors, tax administration managers, tax policy managers, tax collection managers, public finance managers, revenue officers, tax specialists, financial analysts, economists, fiscal policy professionals, tax compliance specialists, tax auditors, tax assessment officers, and professionals responsible for taxpayer registration, filing, assessment, collection, arrears management, and revenue reporting.

It is also highly relevant for senior executives, directors, department heads, and decision makers within Ministries of Finance, treasury authorities, tax authorities, revenue agencies, customs and revenue administrations, government institutions, and public sector organizations. The program is particularly valuable for professionals responsible for improving domestic revenue performance, strengthening tax compliance, managing fiscal risks, developing revenue strategies, forecasting tax revenues, and linking revenue administration with national budgets and fiscal planning.

Learning Outcomes

- Explain the role of domestic revenue mobilization in financing public services and strengthening fiscal sustainability.
- Analyze domestic revenue sources and tax revenue structures to identify key performance drivers and weaknesses.
- Assess the effective tax base and identify practical opportunities for broadening and strengthening revenue collection.
- Map the major stages of the tax revenue management cycle from taxpayer registration through collection and arrears management.
- Identify the principal causes of tax non-compliance and revenue gaps across taxpayer segments.
- Apply risk-based approaches to tax compliance and prioritize taxpayers, sectors, and activities requiring attention.
- Analyze tax collection, arrears, and taxpayer data to identify operational weaknesses and revenue improvement opportunities.
- Compare actual tax revenues with forecasts and approved targets and explain significant revenue variances.
- Develop performance indicators for monitoring tax collection efficiency, compliance, arrears, and revenue administration.
- Evaluate how economic developments and tax policy changes may affect domestic revenue performance.
- Prepare practical improvement plans for tax collection, compliance management, and arrears recovery.
- Develop an integrated framework for managing tax revenues using data analysis, risk assessment, performance measurement, and continuous improvement.

Course Outline

DAY 01

Foundations of Domestic Revenue Mobilization and Tax Revenue Management

- Principles and objectives of domestic revenue mobilization
- The role of domestic revenues in public finance and fiscal sustainability

DAY 01 — CONTINUED

- Major sources and classifications of domestic government revenue
- Structure and components of tax revenues
- Direct and indirect taxation and key revenue drivers
- Economic factors influencing tax revenue performance
- The relationship between economic activity, taxpayer behavior, and the tax base
- The role of tax administration in achieving fiscal policy objectives
- Principles of effective revenue administration and governance
- Institutional and operational challenges affecting revenue mobilization
- Revenue performance indicators and management information

PRACTICAL APPLICATION

Analyze a government revenue structure, identify major revenue sources and weaknesses, and determine priority areas for improvement

DAY 02

Tax Base Management, Compliance, and Revenue Administration

- Understanding and analyzing the tax base
- Taxpayer identification, registration, and segmentation
- Maintaining accurate taxpayer information and administrative records
- Tax filing, assessment, declaration, and liability management
- Principles of effective tax compliance management
- Voluntary compliance and taxpayer service improvement
- Identifying and measuring tax compliance gaps
- Understanding taxpayer behavior and non-compliance patterns
- Risk-based segmentation of taxpayers and economic activities
- Data sharing and coordination between government institutions
- Designing initiatives to improve compliance and reduce revenue leakage

DAY 02 — CONTINUED

> **PRACTICAL APPLICATION**
>
> Analyze a simulated taxpayer database to identify registration gaps, compliance risks, and priority intervention areas

DAY 03

Tax Collection, Arrears Management, and Revenue Risk

- The tax collection cycle and management of outstanding liabilities
- Improving the efficiency and effectiveness of tax collection
- Classification and analysis of tax arrears
- Identifying collectible and difficult-to-collect arrears
- Prioritizing collection activities according to risk and financial value
- Analyzing the causes of accumulated tax arrears
- Developing arrears recovery and resolution strategies
- Principles of tax revenue risk management
- Identification and classification of revenue risks
- Risk indicators and early warning mechanisms
- Managing high-risk taxpayers and non-compliance cases
- Strengthening coordination between compliance, audit, assessment, and collection functions

> **PRACTICAL APPLICATION**
>
> Analyze a portfolio of tax arrears, classify cases according to risk and collectability, and develop a targeted recovery plan

DAY 04

Revenue Analysis, Forecasting, and Performance Management

- Historical analysis of tax revenue performance
- Comparing actual revenue with forecasts, targets, and approved budgets
- Revenue variance analysis and identification of underlying causes
- Measuring and interpreting tax revenue gaps

DAY 04 — CONTINUED

- Short-term and medium-term revenue forecasting
- Economic indicators and their relationship with tax revenue
- Assessing the effects of economic growth, inflation, commodity prices, and market conditions
- Evaluating the revenue implications of tax policy changes
- Revenue scenarios, assumptions, and sensitivity analysis
- Developing tax revenue performance indicators
- Revenue dashboards and management reporting
- Preparing analytical revenue reports for senior management and decision makers

PRACTICAL APPLICATION

Analyze historical revenue data, prepare a revenue forecast, develop alternative scenarios, and identify the main drivers of revenue variance

DAY 05

Domestic Revenue Mobilization Strategy and Institutional Improvement

- Developing an integrated domestic revenue mobilization strategy
- Establishing revenue improvement priorities based on data and risk
- Strengthening the effective tax base and sustainable revenue generation
- Improving taxpayer registration, filing, assessment, and collection processes
- Developing tax compliance and risk management strategies
- Strengthening tax arrears management and collection performance
- Using data analytics to support revenue management decisions
- Developing revenue performance indicators and management dashboards
- Linking tax revenue management with government budgeting and fiscal planning
- Establishing continuous revenue performance reviews and improvement mechanisms
- Strengthening institutional coordination and governance of domestic revenue management

DAY 05 — CONTINUED

FINAL WORKSHOP

Develop a practical Domestic Revenue Mobilization & Tax Revenue Management strategy covering the current revenue position, revenue gap analysis, tax base opportunities, compliance priorities, collection and arrears strategy, revenue risks, performance indicators, implementation priorities, and monitoring mechanisms

Register or Request More Information

Course page: https://quest-training.com/courses/domestic-revenue-mobilization-tax-revenue-management-training-course
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