QUEST
Professional Center

PROFESSIONAL TRAINING COURSE

Course No. 1500

Financial Forecasting & Scenario Analysis Training Course

FINANCIAL MODELLING, VALUATION & BUSINESS ANALYSIS
FINANCE, INVESTMENT & BANKING

DURATION
5 Days

DELIVERY
Classroom

Course Overview

The Financial Forecasting & Scenario Analysis Training Course provides a comprehensive and practical framework for developing reliable financial forecasts and evaluating alternative business scenarios. The course is designed to help finance professionals, managers, executives, and decision makers translate historical financial and operational information into forward-looking forecasts that support budgeting, strategic planning, investment decisions, resource allocation, liquidity management, and organizational performance.

The program develops a structured approach to financial forecasting, beginning with historical financial statement analysis and identification of key business drivers. Participants will learn how to forecast revenue, operating costs, profitability, working capital, capital expenditure, cash flow, and other financial indicators using appropriate assumptions and forecasting techniques. The course emphasizes the relationship between operational drivers and financial outcomes, enabling participants to build forecasts that are practical, transparent, and decision-oriented.

A major focus of the course is scenario analysis, which enables organizations to assess the potential financial impact of changing market conditions, operating assumptions, costs, revenues, financing conditions, and strategic decisions. Participants will develop base, upside, downside, and stress scenarios and evaluate how each scenario affects profitability, liquidity, cash flow, financial resilience, and resource requirements.

Through practical exercises, corporate case studies, forecasting workshops, sensitivity analysis, and scenario modelling, participants will develop the ability to challenge assumptions, identify financial risks, assess alternative outcomes, and communicate forecast results to senior management. The Financial Forecasting & Scenario Analysis Training Course supports organizations in improving planning accuracy, strengthening financial resilience, enhancing decision-making, and preparing more effectively for uncertainty and changing business conditions.

Objectives

- Analyze historical financial and operational performance to identify the key drivers required for reliable financial forecasting during the first day of the course.
- Develop structured financial forecasts covering revenue, costs, profitability, working capital, capital expenditure, and cash flow by the end of the program.

- Evaluate the quality and relevance of forecasting assumptions and assess their potential impact on financial performance.
- Apply quantitative and driver-based forecasting techniques to develop practical and transparent financial projections.
- Design integrated financial forecasts that connect operational assumptions with projected financial statements and cash flows.
- Develop base, upside, downside, and stress scenarios to assess alternative business and financial outcomes.
- Apply sensitivity analysis to determine how changes in key assumptions affect revenue, profitability, liquidity, cash flow, and financial performance.
- Evaluate financial risks and identify early warning indicators that may affect forecast reliability and organizational performance.
- Assess the implications of alternative strategic, operational, financing, and market scenarios for budgeting and resource allocation.
- Prepare and present a professional forecasting and scenario analysis report that supports management decision-making during the final workshop.

Who Should Attend

The Financial Forecasting & Scenario Analysis Training Course is designed for finance professionals, financial analysts, management accountants, financial planning and analysis specialists, budgeting professionals, corporate finance specialists, investment professionals, and business analysts responsible for financial planning, forecasting, budgeting, performance analysis, and management reporting.

The course is particularly relevant to finance managers, financial controllers, planning and budgeting managers, corporate development managers, investment managers, treasury professionals, risk managers, senior financial analysts, and business planning specialists. It is also valuable for executives, finance directors, general managers, and senior decision makers in government entities, ministries, public-sector organizations, banks, financial institutions, oil and gas organizations, and large corporations that require robust financial forecasts and scenario analysis to support strategic planning, resource allocation, liquidity management, investment decisions, and organizational resilience.

Learning Outcomes

- Explain the principles and applications of financial forecasting and scenario analysis in corporate decision-making.
- Analyze historical financial statements and operational information to identify key forecasting drivers.
- Develop reliable forecasts for revenue, operating costs, profitability, working capital, capital expenditure, and cash flow.
- Apply driver-based and assumption-based forecasting techniques to different business environments.
- Build integrated financial forecasts that connect operational assumptions with projected financial statements.
- Develop base, upside, downside, and stress scenarios to assess alternative financial outcomes.
- Perform sensitivity analysis to evaluate the impact of changes in key assumptions on financial performance.
- Assess the effects of market conditions, cost changes, revenue variations, financing assumptions, and operational risks on forecast results.
- Identify forecast risks, weak assumptions, inconsistencies, and early warning indicators that may affect planning decisions.
- Prepare and present a professional financial forecasting and scenario analysis report with clear conclusions and recommendations for management.

Course Outline

DAY 01

Financial Forecasting Foundations and Business Drivers

- Principles, objectives, and applications of financial forecasting
- Role of forecasting in budgeting, strategic planning, and decision-making
- Historical financial statement and performance analysis
- Identifying revenue, cost, profitability, and cash flow drivers
- Understanding operational and financial relationships
- Forecasting assumptions and management expectations
- Selecting appropriate forecasting periods and levels of detail

DAY 01 — CONTINUED

- Forecasting risks and common sources of forecast error

> **PRACTICAL APPLICATION**
> Analyzing historical performance and identifying the key drivers for a financial forecast

DAY 02

Financial Forecast Development and Integrated Modelling

- Revenue forecasting and demand-driven assumptions
- Operating cost and expense forecasting
- Profitability and margin forecasting
- Working capital and cash conversion forecasting
- Capital expenditure and depreciation assumptions
- Cash flow forecasting and liquidity requirements
- Projected income statement and balance sheet
- Integrating operational forecasts with financial statements

> **PRACTICAL APPLICATION**
> Building an integrated financial forecast for a selected organization

DAY 03

Scenario Analysis and Alternative Business Cases

- Principles and purpose of scenario analysis
- Identifying variables that create uncertainty
- Developing base, upside, and downside scenarios
- Building operational and financial assumptions for each scenario
- Revenue growth, cost inflation, margin, and volume scenarios
- Financing, interest rate, and liquidity scenarios
- Evaluating strategic and operational alternatives
- Comparing financial outcomes across scenarios

DAY 03 — CONTINUED

> **PRACTICAL APPLICATION**
>
> Developing multiple financial scenarios and assessing their implications for business performance

DAY 04

Sensitivity Analysis, Stress Testing and Financial Risk

- Principles of financial sensitivity analysis
- One-variable and multi-variable sensitivity analysis
- Testing revenue, cost, margin, working capital, and capital expenditure assumptions
- Assessing the impact of interest rates and financing conditions
- Liquidity and cash flow stress testing
- Identifying critical assumptions and financial tipping points
- Developing early warning indicators for forecast risk
- Evaluating financial resilience under adverse conditions

> **PRACTICAL APPLICATION**
>
> Conducting sensitivity analysis and stress testing on a complete financial forecast

DAY 05

Forecast Review, Management Reporting and Strategic Decision-Making

- Reviewing and validating financial forecasts
- Challenging assumptions and assessing forecast quality
- Comparing forecast scenarios and identifying key financial drivers
- Using forecasts to support budgeting and resource allocation
- Linking scenario outcomes to strategic and operational decisions
- Preparing management reports and executive financial dashboards
- Communicating risks, opportunities, assumptions, and recommendations

DAY 05 — CONTINUED

FINAL WORKSHOP

Preparing and presenting a complete financial forecasting and scenario analysis report

- Final review, action planning, and implementation recommendations

Register or Request More Information

Course page: https://quest-training.com/courses/financial-forecasting-scenario-analysis-training-course
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