Professional Center

PROFESSIONAL TRAINING COURSE

Course No. 1778

# Financial & Operational Scenario Modeling Training Course

DATA SCIENCE & ADVANCED ANALYTICS
DATA, ANALYTICS & DIGITAL TRANSFORMATION

DURATION
**5 Days**

DELIVERY
**Classroom**

## Course Overview

The Financial & Operational Scenario Modeling Training Course is an advanced practical programme designed to equip finance professionals, managers, business leaders, and decision-makers with the skills required to build, evaluate, and interpret financial and operational scenarios for stronger planning and strategic decision-making.

The course focuses on how organizations can model different business conditions, assess their potential financial and operational impact, and compare alternative courses of action. Participants will explore scenario planning across revenues, costs, cash flow, profitability, capacity, resources, demand, operational performance, and investment decisions.

Participants will learn how to translate business assumptions into structured scenario models, develop base, upside, downside, and stress scenarios, perform sensitivity analysis, identify critical value drivers, and assess the potential consequences of changing market, operational, and financial conditions.

Through practical exercises and realistic business cases, participants will develop the ability to use scenario models as decision-support tools, communicate scenario results to senior management, evaluate risks and opportunities, and build flexible models that support budgeting, forecasting, strategic planning, investment decisions, and business resilience.

## Objectives

- By the end of the course, participants will be able to:
- Understand the principles and applications of financial and operational scenario modeling.
- Translate business assumptions into structured financial and operational models.
- Identify key financial and operational value drivers.
- Develop realistic base, upside, downside, and stress scenarios.
- Analyze the financial impact of changes in revenues, costs, volumes, prices, and margins.
- Model operational capacity, resources, productivity, and demand scenarios.
- Apply sensitivity analysis to evaluate the impact of key assumptions.
- Assess the interaction between financial and operational variables.

- Evaluate risks, opportunities, and potential business outcomes under different scenarios.
- Use scenario models to support budgeting and forecasting decisions.
- Strengthen strategic decision-making through quantitative scenario analysis.
- Assess investment and resource allocation alternatives under uncertain conditions.
- Develop scenario-based performance indicators and monitoring mechanisms.
- Communicate scenario results and implications effectively to senior management.
- Build an integrated financial and operational scenario modeling framework.

## Who Should Attend

This course is designed for finance managers, financial analysts, FP&A professionals, controllers, business managers, operations managers, strategy professionals, planning specialists, and senior decision-makers involved in financial planning, operational planning, forecasting, budgeting, and strategic decision-making.

It is particularly relevant to professionals working in corporate finance, financial planning and analysis, budgeting, forecasting, management accounting, business planning, operations, supply chain, investment, risk management, performance management, strategy, and business development.

The programme is suitable for government and public-sector organizations, banks and financial institutions, oil and gas companies, energy organizations, engineering and industrial companies, manufacturing, telecommunications, logistics, and large corporations operating in complex and uncertain business environments.

## Learning Outcomes

- By the end of the course, participants will be able to:
- Develop structured financial and operational scenario models.
- Identify and quantify key business assumptions and value drivers.
- Build base, upside, downside, and stress-case scenarios.
- Analyze the impact of revenue, cost, volume, price, and margin changes.
- Model operational capacity, productivity, resource, and demand scenarios.

- Perform sensitivity analysis on critical assumptions.
- Evaluate the relationship between operational performance and financial results.
- Assess profitability, cash flow, liquidity, and financial performance under different scenarios.
- Compare alternative strategic and operational decisions quantitatively.
- Identify key risks, opportunities, and potential performance outcomes.
- Use scenario modeling to improve budgeting and forecasting.
- Support investment and resource allocation decisions under uncertainty.
- Develop scenario-based KPIs and performance monitoring mechanisms.
- Present scenario results and business implications to executives and decision-makers.
- Develop an integrated scenario modeling roadmap for strategic and operational planning.

## Course Outline

DAY 01

### Foundations of Financial & Operational Scenario Modeling

- Introduction to scenario modeling and its role in business planning.
- Financial versus operational scenario modeling.
- Linking strategic objectives with scenario analysis.
- Identifying key business assumptions and value drivers.
- Revenue, cost, volume, price, margin, and capacity drivers.
- Understanding relationships between operational and financial variables.
- Building assumptions and model structures.
- Establishing realistic baseline scenarios.
- Common modeling challenges and assumptions management.

PRACTICAL APPLICATION

Developing a baseline financial and operational scenario model.

DAY 02

## Financial Scenario Modeling & Forecasting

- Revenue and sales scenario modeling.
- Cost structure and cost behavior analysis.
- Fixed, variable, and semi-variable cost scenarios.
- Profitability and margin modeling.
- Cash flow and liquidity scenario analysis.
- Working capital scenarios.
- Budget and forecast scenario development.
- Modeling changes in prices, volumes, exchange rates, and interest rates.
- Evaluating financial performance under alternative assumptions.

> **PRACTICAL APPLICATION**
>
> Building base, upside, and downside financial scenarios.

DAY 03

## Operational Scenario Modeling & Business Drivers

- Operational capacity and resource modeling.
- Demand and volume scenarios.
- Workforce and productivity scenarios.
- Production and service capacity analysis.
- Supply chain and procurement scenarios.
- Operational efficiency and cost scenarios.
- Modeling operational constraints and bottlenecks.
- Linking operational KPIs to financial outcomes.
- Evaluating operational trade-offs and alternative strategies.

> **PRACTICAL APPLICATION**
>
> Developing operational scenarios and measuring their financial impact.

DAY 04

## Sensitivity Analysis, Risk & Strategic Decision-Making

- Principles of sensitivity analysis.
- Identifying high-impact assumptions.
- One-variable and multi-variable sensitivity analysis.
- Scenario stress testing.
- Assessing downside and adverse business conditions.
- Risk-adjusted scenario analysis.
- Evaluating strategic alternatives under uncertainty.
- Investment and resource allocation scenarios.
- Scenario-based decision criteria.
- Communicating uncertainty and model limitations.

> **PRACTICAL APPLICATION**
>
> Conducting sensitivity and stress analysis on an integrated business model.

DAY 05

## Integrated Financial & Operational Scenario Planning

- Integrating financial and operational scenarios.
- Building comprehensive scenario models for management decisions.
- Linking scenarios with budgets, forecasts, and strategic plans.
- Developing scenario-based KPIs and early-warning indicators.
- Monitoring changes in critical assumptions.
- Establishing scenario review and update processes.
- Supporting executive decision-making with scenario insights.
- Presenting scenario outcomes and recommended actions.
- Building organizational capability for scenario-based planning.

DAY 05 — CONTINUED

**FINAL WORKSHOP**

Developing an integrated Financial & Operational Scenario Model covering assumptions, financial drivers, operational drivers, base/upside/downside scenarios, sensitivity analysis, risks, KPIs, and recommended management actions.

## Register or Request More Information

Course page: https://quest-training.com/courses/financial-operational-scenario-modeling-training-course
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