QUEST
Professional Center

PROFESSIONAL TRAINING COURSE

Course No. 1626

Revenue Forecasting & Fiscal Sustainability Analysis Training Course

PUBLIC FINANCE, TAXATION & FISCAL POLICY
GOVERNMENT & PUBLIC SECTOR

DURATION
5 Days

DELIVERY
Classroom

Course Overview

Revenue Forecasting & Fiscal Sustainability Analysis Training Course is an advanced professional program designed to strengthen the capabilities required to prepare reliable government revenue forecasts, assess fiscal sustainability, and support evidence-based financial decision-making. These capabilities are strategically important for Ministries of Finance, Treasuries, revenue authorities, government institutions, and public-sector organizations, where the quality of revenue forecasting directly influences budget preparation, resource allocation, financing requirements, deficit management, and long-term fiscal planning.

The course provides a practical framework for analyzing government revenue sources, identifying the economic and financial drivers that influence revenue performance, and developing short-, medium-, and long-term revenue forecasts. Participants will examine historical revenue data, economic assumptions, revenue trends, structural changes, and forecasting uncertainties. The program emphasizes the importance of transparent assumptions, reliable data, systematic variance analysis, and continuous updating of forecasts as economic and fiscal conditions change.

A central focus of the program is Fiscal Sustainability Analysis. Participants will assess the interaction between government revenues, expenditures, fiscal deficits, public debt, debt-service costs, and contingent fiscal pressures. They will learn how to evaluate the sustainability of the government's fiscal position and identify emerging pressures that could affect its ability to meet financial obligations while maintaining appropriate fiscal and economic objectives.

The course also addresses scenario analysis, sensitivity analysis, and fiscal stress testing to assess the potential impact of changes in economic growth, inflation, interest rates, exchange rates, commodity prices, tax revenues, and other fiscal variables. Through practical exercises and case-based applications, participants will develop the ability to translate revenue forecasts and fiscal sustainability analysis into actionable recommendations for senior management and government decision makers.

Objectives

- Analyze the principles of government revenue forecasting and its role in budgeting and public financial management.
- Evaluate major government revenue sources and identify the economic and financial factors

influencing their performance.

- Apply structured methodologies to develop short-, medium-, and long-term revenue forecasts.
- Develop transparent economic and fiscal assumptions to support reliable revenue projections.
- Assess historical revenue data and identify trends, structural changes, and unusual movements affecting forecasts.
- Analyze variances between actual and forecast revenues and determine the main causes of deviations.
- Develop alternative fiscal scenarios to assess the potential impact of economic changes on government revenues.
- Evaluate the relationship between revenues, expenditures, fiscal deficits, public debt, and debt-service costs.
- Apply sensitivity analysis and stress-testing techniques to assess fiscal resilience under adverse conditions.
- Develop fiscal sustainability indicators and monitoring mechanisms to identify emerging financial pressures.
- Prepare analytical reports and executive recommendations based on revenue and fiscal sustainability findings.
- Design an integrated framework for revenue forecasting and fiscal sustainability analysis within a government institution.

Who Should Attend

This course is designed for Government Revenue Managers, Public Finance Managers, Budget Managers, Treasury Managers, Revenue Forecasting Specialists, Financial Analysts, Economic Analysts, Fiscal Policy Specialists, and professionals working within Ministries of Finance, Treasuries, revenue authorities, and government departments responsible for budgeting, fiscal planning, and public financial management. It is also relevant to professionals involved in forecasting tax and non-tax revenues and evaluating fiscal performance.

The program is particularly suitable for senior executives, fiscal policy directors, financial planning managers, economic advisors, risk managers, and government decision makers responsible for medium-term fiscal planning, budget formulation, deficit management, public debt analysis, and fiscal sustainability. It is also valuable for professionals who need to connect revenue forecasts with government expenditure decisions, financing strategies, and broader fiscal risk management.

Learning Outcomes

- Explain the strategic role of revenue forecasting in budgeting, fiscal policy, and fiscal sustainability.
- Analyze government revenue structures and identify the economic and financial drivers affecting revenue performance.
- Prepare revenue forecasts using historical data, economic assumptions, and structured forecasting methodologies.
- Evaluate data quality and identify trends, anomalies, structural changes, and limitations affecting revenue projections.
- Compare actual revenue performance with forecasts and identify the causes of significant variances.
- Develop alternative revenue scenarios based on different economic and fiscal assumptions.
- Assess the impact of economic growth, inflation, interest rates, exchange rates, and other variables on government revenues.
- Analyze the relationship between revenues, expenditures, fiscal deficits, public debt, and debt-service obligations.
- Conduct fiscal sustainability analysis and identify financial pressures that could affect the government’s medium- and long-term position.
- Perform sensitivity analysis and fiscal stress testing under alternative economic and financial conditions.
- Develop fiscal performance and risk indicators to support senior management monitoring.
- Prepare practical recommendations to improve revenue forecasting quality and strengthen fiscal sustainability.

Course Outline

DAY 01

Foundations of Revenue Forecasting & Public Financial Management

- The role of revenue forecasting in public financial management
- Revenue forecasting and its relationship with government budgeting and fiscal policy
- Classification and structure of government revenues

DAY 01 — CONTINUED

- Tax and non-tax revenues and their key performance drivers
- Economic and financial determinants of government revenue
- The relationship between economic growth and public revenues
- The impact of inflation, interest rates, exchange rates, and commodity prices
- Historical fiscal and revenue data as a foundation for forecasting
- Data quality, availability, consistency, and analytical limitations
- Identifying key assumptions for revenue forecasting

PRACTICAL APPLICATION

Analyzing historical government revenue data and identifying major trends and revenue drivers

DAY 02

Revenue Forecasting Methodologies & Forecast Development

- The government revenue forecasting cycle
- Historical analysis and trend-based forecasting
- Revenue growth and variation analysis
- Seasonal patterns and structural changes in revenue performance
- Using economic indicators in revenue forecasting
- Tax bases, taxable activity, and revenue relationships
- Developing short-, medium-, and long-term revenue assumptions
- Building baseline and alternative revenue forecasts
- Managing incomplete data and forecasting uncertainty
- Evaluating forecast quality and accuracy
- Reviewing and updating forecasts as new information becomes available

PRACTICAL APPLICATION

Developing a structured government revenue forecast using historical data and economic assumptions

DAY 03

Variance Analysis, Scenario Planning & Fiscal Sensitivity

- Understanding actual-versus-forecast revenue variances
- Identifying the causes of revenue forecast deviations
- Economic and policy factors affecting revenue performance
- Developing baseline, upside, and downside scenarios
- Scenario planning for changing economic conditions
- Sensitivity analysis for key fiscal and economic variables
- Assessing the impact of changes in economic growth and inflation
- Evaluating the impact of interest rate and exchange rate movements
- Assessing the revenue implications of tax policy changes
- Identifying revenue volatility and forecasting risks
- Linking revenue scenarios with budget and financing planning

PRACTICAL APPLICATION

Developing multiple revenue scenarios and analyzing their potential fiscal implications

DAY 04

Fiscal Sustainability Analysis & Fiscal Risk Assessment

- Principles and objectives of fiscal sustainability
- The relationship between government revenues, expenditures, deficits, and public debt
- Medium- and long-term fiscal trend analysis
- Public debt and debt-service costs within fiscal sustainability analysis
- Assessing government capacity to meet financial obligations
- Identifying fiscal pressures and emerging sustainability risks
- Assessing the impact of revenue shortfalls and expenditure increases
- Contingent liabilities and potential fiscal exposures
- Fiscal stress testing and resilience analysis
- Fiscal sustainability indicators and early-warning measures
- Developing a forward-looking fiscal risk perspective

DAY 04 — CONTINUED

PRACTICAL APPLICATION

Conducting a fiscal sustainability assessment under alternative economic and fiscal scenarios

DAY 05

Fiscal Planning, Reporting & Executive Decision-Making

- Integrating revenue forecasts with medium-term fiscal planning
- Linking revenue projections with government budget and expenditure priorities
- Using forecasting results to support fiscal and financing decisions
- Developing responses to revenue volatility and revenue shortfalls
- Aligning revenue expectations with expenditure and financing strategies
- Developing fiscal performance and risk indicators
- Preparing revenue forecasting and fiscal sustainability reports
- Communicating analytical findings to senior management and government decision makers
- Establishing periodic forecast review and updating mechanisms
- Strengthening data governance and institutional forecasting processes
- Building an integrated framework for revenue forecasting and fiscal sustainability analysis

FINAL WORKSHOP

Developing an integrated Revenue Forecasting & Fiscal Sustainability Analysis framework incorporating assumptions, forecasts, scenarios, stress testing, fiscal indicators, risks, and executive recommendations

Register or Request More Information

Course page: https://quest-training.com/courses/revenue-forecasting-fiscal-sustainability-analysis-training-course
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