

FINANCE & ACCOUNTING | COURSE BROCHURE

Cash Forecasting & Financing, Investment, Business Valuation, and Risk

5 days | Classroom training | English

SMART HORIZON

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Course content

Why attend

This course provides working professionals with essential skills in cash forecasting, financing strategies, business valuation techniques, and risk management. Participants will learn to make informed financial decisions that enhance organisational stability and growth, applying practical tools and methodologies relevant to their roles.

Cash flow management is critical for organisational sustainability and growth. Professionals often face challenges in predicting cash needs, securing appropriate financing, and accurately assessing business value, which can significantly impact strategic decisions. This course addresses these issues, equipping participants with the skills to forecast cash flows accurately, evaluate financing options effectively, and assess the financial health of their organisations. By mastering these competencies, participants will be better positioned to support their organisations in maintaining liquidity, optimising capital structure, and achieving financial goals in a competitive landscape. Additionally, they will learn to communicate financial insights to stakeholders, enhancing their influence within the organisation.
Understanding investment opportunities and associated risks is vital for maximising returns and minimising losses. Participants will engage in practical exercises that simulate real-world scenarios, enhancing their ability to analyse financial data, assess business valuations, and implement effective risk management strategies. These capabilities are essential for informed decision-making in dynamic business environments. By developing a comprehensive understanding of financial metrics and risk profiles, participants will be equipped to navigate complex financial landscapes, make strategic choices that drive organisational success, and present their findings effectively to stakeholders. This course prepares professionals to confidently tackle financial challenges and contribute to their organisation's overall strategy.

Professional Problems This Course Is Designed to Solve

- Difficulty translating subject knowledge into practical workplace decisions.
- Inconsistent approaches to the activities covered in the course outline.
- Lack of a structured plan for applying and reviewing new skills.

Course methodology

The course employs a blend of case studies, simulations, and hands-on workshops to reinforce learning. Participants will engage in group discussions to analyse real-world financial scenarios, allowing them to apply theoretical concepts to practical situations. Specific exercises include creating cash flow forecasts, developing financing proposals, and conducting business valuations. Key outputs include cash flow forecasts, financing proposals, and risk assessment reports, which demonstrate their understanding and application of the subject matter. By collaborating on these tasks, participants will develop critical thinking and problem-solving skills that are directly applicable to their roles, ensuring that they leave the course with actionable insights and tools.



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Course objectives

By the end of this course, participants will be able to:
• Analyse cash flow patterns to forecast future cash needs accurately using historical data.
• Calculate financing options and their implications for business operations to optimise capital structure.
• Assess business valuation methods to determine fair market value for investment decisions.
• Identify and evaluate investment opportunities based on risk and return metrics to enhance portfolio performance.
• Prioritise risk management strategies to mitigate financial exposure and protect assets effectively.
• Construct comprehensive cash flow forecasts using industry-standard tools and techniques for informed decision-making.
• Develop a financing proposal that aligns with business objectives and stakeholder expectations to secure necessary funding.

Target audience

This course is suitable for:
• Financial analysts responsible for cash management and forecasting.
• Investment managers evaluating potential investment opportunities.
• Business development professionals involved in financing and valuation.
• Risk managers assessing and mitigating financial risks within organisations.

Target competencies

Participants will develop competencies in:
• Proficient in cash flow analysis and forecasting techniques.
• Skilled in evaluating financing options and their impacts.
• Competent in applying business valuation methodologies effectively.
• Able to identify and manage financial risks systematically.
• Experienced in constructing detailed financial models for decision-making.
• Capable of conducting investment analysis with a focus on risk assessment.

Course outline

Day 1: Fundamentals of Cash Forecasting

Applied activity: Participants will analyse a fictional company's historical cash flow statements to identify trends and forecast future cash needs using selected forecasting methods, considering seasonal variations and unexpected expenses. They will also discuss the implications of their forecasts on operational decisions and liquidity management.
Output: A detailed cash flow forecast report for the next quarter, including assumptions and justifications.



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09:00–09:54	Introduction to cash flow concepts and their importance in business operations and financial planning.
09:54–10:48	Methods for cash flow forecasting: direct and indirect approaches explained with examples.
10:48–11:00	Identifying and categorising cash inflows and outflows effectively for accurate forecasting.
11:00–11:30	**Coffee break**
11:30–12:12	Identifying and categorising cash inflows and outflows effectively for accurate forecasting. (continued)
12:12–13:06	Tools and software for cash flow management and forecasting, including Excel and financial software.
13:06–14:00	Common pitfalls in cash forecasting and strategies to avoid them, ensuring reliability in predictions.

Day 2: Financing Strategies for Businesses

Applied activity: Using a fictional case study, participants will create a financing proposal for a startup seeking investment, considering various financing options, their costs, and potential impacts on ownership and control. They will also assess the risks associated with each financing method and present their recommendations.
Output: A comprehensive financing proposal document that outlines the recommended strategy.

09:00–09:54	Overview of financing options: debt vs. equity and their implications for business operations and control.
09:54–10:48	Evaluating the cost of capital and its relevance to financing decisions and overall strategy.
10:48–11:00	Understanding key financial ratios and their impact on financing choices and risk assessment.
11:00–11:30	**Coffee break**
11:30–12:12	Understanding key financial ratios and their impact on financing choices and risk assessment. (continued)
12:12–13:06	Developing a financing proposal for a specific business need, including risk assessment and stakeholder analysis.
13:06–14:00	Case studies on successful financing strategies and lessons learned from real-world applications.



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Day 3: Business Valuation Techniques

Applied activity: Participants will conduct a business valuation for a fictional company using multiple valuation methods, considering industry benchmarks and market conditions. They will prepare to present their findings to a mock board of directors, justifying their chosen valuation approach and its implications for investment.
Output: A valuation report summarising the findings, methodologies used, and recommendations.

09:00–09:54	Introduction to business valuation and its significance in mergers, acquisitions, and investment decisions.
09:54–10:48	Different valuation methods: discounted cash flow (DCF), market comparables, and asset-based approaches explained.
10:48–11:00	Factors influencing business value, including market conditions, financial performance, and competitive landscape.
11:00–11:30	**Coffee break**
11:30–12:12	Factors influencing business value, including market conditions, financial performance, and competitive landscape. (continued)
12:12–13:06	Conducting a valuation analysis for a fictional company using selected methods and industry benchmarks.
13:06–14:00	Presenting valuation findings to stakeholders effectively, including recommendations and potential implications.

Day 4: Investment Analysis and Risk Assessment

Applied activity: Participants will evaluate a set of fictional investment opportunities, assessing their risk and potential return. They will apply risk assessment frameworks to recommend the best option based on their analysis, considering both qualitative and quantitative factors.
Output: An investment analysis report with recommendations and justifications.

09:00–09:54	Understanding investment risk and return dynamics in various market conditions and economic scenarios.
09:54–10:48	Tools for analysing investment opportunities, including risk-adjusted return metrics and portfolio theory.
10:48–11:00	Evaluating the risk profile of various investments and their alignment with business strategy and goals.
11:00–11:30	**Coffee break**



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11:30–12:12	Evaluating the risk profile of various investments and their alignment with business strategy and goals. (continued)
12:12–13:06	Developing a risk assessment framework for investment decisions to enhance decision quality and accountability.
13:06–14:00	Case studies on investment failures and lessons learned to inform future strategies and risk management.

Day 5: Integrated Financial Decision-Making

Applied activity: In groups, participants will develop an integrated financial strategy for a fictional company, combining cash forecasting, financing, valuation, and risk management insights. They will ensure a holistic approach to financial planning and prepare to present their strategy to stakeholders, addressing potential questions and concerns.
Output: A strategic financial plan presentation to stakeholders, including a summary of key decisions and justifications.

09:00–09:54	Bringing together cash forecasting, financing, and valuation into a cohesive financial strategy.
09:54–10:48	Developing a comprehensive financial strategy for a fictional company that integrates all learned concepts effectively.
10:48–11:00	Integrating risk management into financial decision-making processes to safeguard assets and optimise outcomes.
11:00–11:30	**Coffee break**
11:30–12:12	Integrating risk management into financial decision-making processes to safeguard assets and optimise outcomes. (continued)
12:12–13:06	Collaborative problem-solving in financial scenarios to enhance team dynamics and strategic thinking.
13:06–14:00	Preparing for stakeholder presentations and discussions to communicate financial strategies effectively and persuasively.

The timings provided are estimates and may vary depending on the number of participants and the discussions taking place during the sessions. They are indicative only and do not constitute a binding commitment.



Course content

Dates, venues and fees

Current published course plans. Fees are per participant in EUR, excluding unconfirmed taxes.

Venue	Start date	End date	Fee (EUR)
Singapore Confirmed dates	16 Nov 2026	20 Nov 2026	**€2,820.–**
Online Confirmed dates	16 Nov 2026	20 Nov 2026	**€1,250.–**
Cape Town Confirmed dates	30 Nov 2026	4 Dec 2026	**€1,890.–**
Online Confirmed dates	30 Nov 2026	4 Dec 2026	**€1,250.–**
London Confirmed dates	7 Dec 2026	11 Dec 2026	**€2,450.–**
Online Confirmed dates	7 Dec 2026	11 Dec 2026	**€1,250.–**
Dubai Confirmed dates	14 Dec 2026	18 Dec 2026	**€3,150.–**
Online Confirmed dates	14 Dec 2026	18 Dec 2026	**€1,250.–**
Frankfurt Confirmed dates	4 Jan 2027	8 Jan 2027	**€2,650.–**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	4 Jan 2027	8 Jan 2027	**€1,250.–**
Kuala Lumpur Confirmed dates	18 Jan 2027	22 Jan 2027	**€1,450.–**
Online Confirmed dates	18 Jan 2027	22 Jan 2027	**€1,250.–**
Paris Confirmed dates	1 Feb 2027	5 Feb 2027	**€2,860.–**
Online Confirmed dates	1 Feb 2027	5 Feb 2027	**€1,250.–**
Istanbul Confirmed dates	15 Feb 2027	19 Feb 2027	**€2,650.–**
Online Confirmed dates	15 Feb 2027	19 Feb 2027	**€1,250.–**
Amsterdam Confirmed dates	1 Mar 2027	5 Mar 2027	**€2,540.–**
Online Confirmed dates	1 Mar 2027	5 Mar 2027	**€1,250.–**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Rome Confirmed dates	8 Mar 2027	12 Mar 2027	**€2,450.-**
Online Confirmed dates	8 Mar 2027	12 Mar 2027	**€1,250.-**
Singapore Confirmed dates	15 Mar 2027	19 Mar 2027	**€2,820.-**
Online Confirmed dates	15 Mar 2027	19 Mar 2027	**€1,250.-**
London Confirmed dates	5 Apr 2027	9 Apr 2027	**€2,450.-**
Online Confirmed dates	5 Apr 2027	9 Apr 2027	**€1,250.-**
Dubai Confirmed dates	19 Apr 2027	23 Apr 2027	**€3,150.-**
Online Confirmed dates	19 Apr 2027	23 Apr 2027	**€1,250.-**
Frankfurt Confirmed dates	3 May 2027	7 May 2027	**€2,650.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	3 May 2027	7 May 2027	**€1,250.–**
Cape Town Confirmed dates	10 May 2027	14 May 2027	**€1,890.–**
Online Confirmed dates	10 May 2027	14 May 2027	**€1,250.–**
Kuala Lumpur Confirmed dates	17 May 2027	21 May 2027	**€1,450.–**
Online Confirmed dates	17 May 2027	21 May 2027	**€1,250.–**
Paris Confirmed dates	7 Jun 2027	11 Jun 2027	**€2,860.–**
Online Confirmed dates	7 Jun 2027	11 Jun 2027	**€1,250.–**
Istanbul Confirmed dates	21 Jun 2027	25 Jun 2027	**€2,650.–**
Online Confirmed dates	21 Jun 2027	25 Jun 2027	**€1,250.–**



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Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Amsterdam Confirmed dates	5 Jul 2027	9 Jul 2027	**€2,540.-**
Online Confirmed dates	5 Jul 2027	9 Jul 2027	**€1,250.-**
Barcelona Confirmed dates	12 Jul 2027	16 Jul 2027	**€2,840.-**
Online Confirmed dates	12 Jul 2027	16 Jul 2027	**€1,250.-**
Singapore Confirmed dates	19 Jul 2027	23 Jul 2027	**€2,820.-**
Online Confirmed dates	19 Jul 2027	23 Jul 2027	**€1,250.-**
London Confirmed dates	2 Aug 2027	6 Aug 2027	**€2,450.-**
Online Confirmed dates	2 Aug 2027	6 Aug 2027	**€1,250.-**
Dubai Confirmed dates	16 Aug 2027	20 Aug 2027	**€3,150.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	16 Aug 2027	20 Aug 2027	**€1,250.-**
Rome Confirmed dates	30 Aug 2027	3 Sept 2027	**€2,450.-**
Online Confirmed dates	30 Aug 2027	3 Sept 2027	**€1,250.-**
Frankfurt Confirmed dates	6 Sept 2027	10 Sept 2027	**€2,650.-**
Online Confirmed dates	6 Sept 2027	10 Sept 2027	**€1,250.-**
Kuala Lumpur Confirmed dates	20 Sept 2027	24 Sept 2027	**€1,450.-**
Online Confirmed dates	20 Sept 2027	24 Sept 2027	**€1,250.-**
Paris Confirmed dates	4 Oct 2027	8 Oct 2027	**€2,860.-**
Online Confirmed dates	4 Oct 2027	8 Oct 2027	**€1,250.-**



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Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Istanbul Confirmed dates	18 Oct 2027	22 Oct 2027	**€2,650.-**
Online Confirmed dates	18 Oct 2027	22 Oct 2027	**€1,250.-**
Amsterdam Confirmed dates	1 Nov 2027	5 Nov 2027	**€2,540.-**
Online Confirmed dates	1 Nov 2027	5 Nov 2027	**€1,250.-**
Vienna Confirmed dates	8 Nov 2027	12 Nov 2027	**€2,940.-**
Online Confirmed dates	8 Nov 2027	12 Nov 2027	**€1,250.-**
Singapore Confirmed dates	15 Nov 2027	19 Nov 2027	**€2,820.-**
Online Confirmed dates	15 Nov 2027	19 Nov 2027	**€1,250.-**
London Confirmed dates	6 Dec 2027	10 Dec 2027	**€2,450.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	6 Dec 2027	10 Dec 2027	**€1,250.-**
Dubai Confirmed dates	13 Dec 2027	17 Dec 2027	**€3,150.-**
Online Confirmed dates	13 Dec 2027	17 Dec 2027	**€1,250.-**

Plan your next step

Dates, availability, exact venue, taxes, inclusions and payment terms require written confirmation. This brochure is not a quotation, registration, booking confirmation or visa invitation. Participants receive a Smart Horizon certificate of attendance; programmes are not externally accredited and do not award a professional qualification or designation. Confirm arrangements before booking travel.

For group or in-house training, contact our learning team to discuss your objectives and delivery arrangements.

Contact Smart Horizon

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