

FINANCE & ACCOUNTING | COURSE BROCHURE

Certificate in Tax and Revenue Management

5 days | Classroom training | English

SMART HORIZON
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Course content

Why attend

This course provides a comprehensive understanding of tax and revenue management principles, focusing on compliance, strategic planning, and financial analysis. Participants will learn to navigate complex tax regulations and develop effective revenue strategies to enhance organisational financial health.

Tax compliance and revenue management are critical for organisations aiming to optimise their financial performance and ensure regulatory adherence. Professionals often face challenges in interpreting tax laws, managing audits, and implementing effective tax strategies, which can significantly impact profitability and sustainability. This course equips participants with the necessary skills to analyse tax obligations, identify compliance gaps, and develop robust strategies that align with organisational goals. Participants will also learn to assess the financial implications of tax decisions, enabling them to make informed choices that enhance their organisation's overall financial health and competitive positioning.
The course engages participants in practical exercises that simulate real-world tax scenarios, allowing them to develop skills in tax planning, compliance assessment, and revenue forecasting. By mastering these capabilities, they will be equipped to make informed decisions that enhance their organisation's financial stability and strategic positioning. The course emphasises the integration of tax strategies with revenue management, enabling professionals to optimise their approach to both areas. This holistic understanding is essential for addressing the complexities of tax regulations and revenue generation, ultimately driving organisational success and sustainability.

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, practical workshops, and simulations to build participants' capabilities in tax and revenue management. Each session includes hands-on exercises where participants analyse tax scenarios, develop compliance strategies, and create revenue forecasts. Learning outputs include detailed tax compliance reports, strategic revenue plans, and financial analysis presentations, ensuring participants can apply their knowledge effectively in their roles. Additionally, collaborative group activities will foster peer learning and enhance problem-solving skills, allowing participants to gain diverse perspectives on complex tax and revenue issues. This interactive approach ensures that participants leave with practical skills they can apply immediately in their professional contexts.



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Course objectives

By the end of this course, participants will be able to:
• Analyse current tax regulations and their implications for organisational compliance.
• Calculate tax liabilities using various methods and identify potential savings opportunities.
• Diagnose revenue management issues and propose actionable solutions to enhance performance.
• Compare different tax strategies to determine the most beneficial for specific organisational scenarios.
• Design a comprehensive tax compliance plan tailored to organisational needs and risks.
• Assess the effectiveness of existing revenue streams and recommend improvements based on analysis.
• Construct a revenue forecasting model based on historical data and market trends to support decision-making.
• Evaluate the financial impact of tax decisions on overall organisational performance and sustainability.

Target audience

This course is suitable for:
• Tax professionals responsible for compliance and reporting.
• Finance managers involved in strategic planning and budgeting.
• Accountants seeking to enhance their tax knowledge and skills.
• Business analysts focusing on revenue optimisation and forecasting.

Target competencies

Participants will develop competencies in:
• Ability to interpret complex tax legislation and apply it effectively.
• Skills in developing tax compliance strategies and managing audits.
• Proficiency in financial analysis and revenue forecasting techniques.
• Capability to design and implement effective tax planning initiatives.
• Expertise in diagnosing and resolving revenue management challenges.
• Aptitude for constructing detailed financial reports and presentations.

Course outline

Day 1: Foundations of Taxation and Revenue Management

Applied activity: Participants will analyse a fictional company's tax obligations based on provided financial statements and regulatory guidelines. They will identify compliance gaps and propose a tax strategy to address these issues, considering both short-term and long-term implications.
Output: A detailed tax compliance report highlighting findings, recommendations, and a proposed tax strategy.



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09:00–09:54	Overview of taxation principles and types of taxes, including income, corporate, and indirect taxes.
09:54–10:48	Understanding tax compliance and regulatory frameworks relevant to various industries.
10:48–11:00	Key concepts in revenue management and its impact on financial health and organisational strategy.
11:00–11:30	**Coffee break**
11:30–12:12	Key concepts in revenue management and its impact on financial health and organisational strategy. (continued)
12:12–13:06	The role of tax in strategic business planning and decision-making processes.
13:06–14:00	Introduction to tax planning and its importance in minimising liabilities and maximising benefits.

Day 2: Tax Calculation and Liability Assessment

Applied activity: Using a set of financial data, participants will calculate the tax liabilities for a fictional company, considering applicable deductions and credits. They will present their calculations and rationale to the group, discussing potential areas for tax savings and compliance risks.
Output: A comprehensive tax calculation worksheet with detailed explanations and justifications for each calculation.

09:00–09:54	Methods for calculating various tax liabilities, including corporate tax, VAT, and income tax.
09:54–10:48	Understanding deductions, credits, and exemptions that can affect tax calculations.
10:48–11:00	Practical exercises in tax calculation scenarios using real-world data.
11:00–11:30	**Coffee break**
11:30–12:12	Practical exercises in tax calculation scenarios using real-world data. (continued)
12:12–13:06	Evaluating the impact of tax liabilities on financial statements and cash flow.
13:06–14:00	Strategies for minimising tax liabilities through effective planning and compliance.

Day 3: Revenue Management Strategies

Applied activity: Participants will evaluate the revenue streams of a fictional organisation, identifying strengths and weaknesses. They will then develop a strategic plan to enhance revenue based on their analysis, considering market conditions and competitive landscape.
Output: A strategic revenue enhancement plan with actionable recommendations and projected outcomes.

09:00–09:54	Identifying and analysing revenue streams, including sales, services, and investments.
09:54–10:48	Techniques for revenue forecasting and budgeting based on historical data and market trends.



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10:48–11:00	Assessing market trends and their impact on revenue generation and sustainability.
11:00–11:30	**Coffee break**
11:30–12:12	Assessing market trends and their impact on revenue generation and sustainability. (continued)
12:12–13:06	Developing strategies for revenue enhancement, including pricing and market positioning.
13:06–14:00	Case studies on successful revenue management practices in various sectors.

Day 4: Tax Compliance Planning

Applied activity: Participants will create a tax compliance plan for a fictional organisation, incorporating risk management strategies and audit preparation steps. They will present their plans to the group for feedback, focusing on potential challenges and solutions.
Output: A comprehensive tax compliance plan document, including a checklist and risk assessment.

09:00–09:54	Components of an effective tax compliance plan, including documentation and reporting requirements.
09:54–10:48	Risk management in tax compliance, focusing on audit readiness and mitigation strategies.
10:48–11:00	Tools and technologies for tax compliance management, including software solutions.
11:00–11:30	**Coffee break**
11:30–12:12	Tools and technologies for tax compliance management, including software solutions. (continued)
12:12–13:06	Best practices for audit preparation and managing external audits effectively.
13:06–14:00	Developing a tax compliance checklist to streamline processes and ensure adherence.

Day 5: Integrated Tax and Revenue Management Application

Applied activity: Working in teams, participants will tackle a complex case study that requires integrating tax compliance and revenue management strategies. They will present their solutions and defend their approaches, demonstrating their understanding of the interconnectedness of tax and revenue management.
Output: A group presentation detailing their integrated tax and revenue management strategy, including a comprehensive analysis and proposed action plan.

09:00–09:54	Combining tax strategies with revenue management for holistic financial planning.
09:54–10:48	Evaluating the financial impact of tax decisions on overall organisational performance.
10:48–11:00	Simulating tax audits and compliance scenarios to prepare for real-world challenges.



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11:00–11:30	**Coffee break**
11:30–12:12	Simulating tax audits and compliance scenarios to prepare for real-world challenges. (continued)
12:12–13:06	Collaborative problem-solving for complex tax issues involving multiple stakeholders.
13:06–14:00	Final project: Integrated tax and revenue management case study requiring comprehensive analysis and strategy development.

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.

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.-**
Barcelona Confirmed dates	30 Nov 2026	4 Dec 2026	**€2,840.-**
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.-**



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Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
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.–**
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.–**



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Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
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.-**
Cape Town Confirmed dates	8 Mar 2027	12 Mar 2027	**€1,890.-**
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.-**



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Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Dubai Confirmed dates	19 Apr 2027	23 Apr 2027	**€3,150.–**
Online Confirmed dates	19 Apr 2027	23 Apr 2027	**€1,250.–**
Cape Town Confirmed dates	26 Apr 2027	30 Apr 2027	**€1,890.–**
Online Confirmed dates	26 Apr 2027	30 Apr 2027	**€1,250.–**
Frankfurt Confirmed dates	3 May 2027	7 May 2027	**€2,650.–**
Online Confirmed dates	3 May 2027	7 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.–**



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Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
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.-**
Rome Confirmed dates	28 Jun 2027	2 Jul 2027	**€2,450.-**
Online Confirmed dates	28 Jun 2027	2 Jul 2027	**€1,250.-**
Amsterdam Confirmed dates	5 Jul 2027	9 Jul 2027	**€2,540.-**
Online Confirmed dates	5 Jul 2027	9 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.-**



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Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
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.-**
Online Confirmed dates	16 Aug 2027	20 Aug 2027	**€1,250.-**
Vienna Confirmed dates	30 Aug 2027	3 Sept 2027	**€2,940.-**
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.-**



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Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
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.–**
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.–**
Rome Confirmed dates	8 Nov 2027	12 Nov 2027	**€2,450.–**
Online Confirmed dates	8 Nov 2027	12 Nov 2027	**€1,250.–**



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Dates, venues and fees (continued)

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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.–**
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.–**



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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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