



*Conference:
Spreadsheet Skills for Planning, Forecasting &
Budgeting*

*16 - 20 November 2026
London (UK)*

Conference: Spreadsheet Skills for Planning, Forecasting & Budgeting

Conference code: CO8213 From: 16 - 20 November 2026 Venue: London (UK) - Conference Fees: 6300 € Euro

Introduction

Planning, forecasting, and budgeting are essential for business success, and Excel® offers powerful tools to enhance these processes. This course teaches participants how to develop accurate models, perform what-if analyses, and optimize plans efficiently using techniques like goal seek, scenario manager, and solver. Designed for Excel® 2003 and 2007, the course includes practical demonstrations and templates for hands-on learning. Bring your laptop and gain skills to improve precision, save time, and drive business performance.

Objectives

- Fully understand the various Excel® tools available to perform planning, forecasting & budgeting
- Perform sophisticated "what-if" scenarios to improve decision making
- Know what Excel® techniques to use in a given situation
- Properly use some of the most advanced spreadsheet techniques
- Know when to take a chance & when not to
- Learn to use & expand a range of Excel® models provided

Outlines

Day 1: Introduction to Spreadsheets using Excel

- Worksheet fundamentals
- Using the F4 key for Relative & Absolute cell references
- Expose ALL formulas in a worksheet using the built-in function for faster review
- Naming cells & ranges for quicker, more accurate work
- Freeze panes, columns & rows for easier viewing while scrolling
- Protecting cells & ranges to stabilize models
- Function wizard benefits

- Linking cells from various worksheets to reduce errors
- Secret keyboard shortcuts
- Case study: create, build & protect a reusable template

Day 2: Proper Planning

- Introduction to planning
- What-if analysis
 - scenario analysis techniques
 - sensitivity analysis using spinners & scroll bars
- Economic Order Quantity EOQ
- Build out Data tables to see an entire range of options
- 1-way Data tables
- 2-way Data tables
- Maximizing vs. optimizing techniques
- Utilizing The Goal Seek command to calculate a reverse equation
- Using Solver to calculate optimal product mix, distribution problems & capital budgeting
- Case study & template for using Solver to plan the Optimal product mix

Day 3: Fantastic Forecasting

- What is forecasting?
- Qualitative techniques & their uses
- Quantitative techniques & their uses
 - Smoothing techniques
 - Regression analysis
 - Time series analysis
- Forecasting growth rates for verification
- Internal IGR

- Sustainable SGR
- MIN and MAX functions
- MEDIAN, MODE & AVERAGE functions
- GEOMEAN to calculate Average Growth Rate AGR
- When to use RANK, QUARTILE & PERCENTILE
- Case study & template: Use the GEOMEAN function to calculate your AGR

Day 4: Beyond Budgeting

- What is the budget?
- How to build a simple budget
- Build a Flexible Budget Model
- Build out a complete budget
 - Operating budget elements
 - Financial budget elements
 - Linking them
- What is the Variance Analysis report & why is it important to improve your budget
- Calculating variance analysis to see what must be changed
- Case study & template: Build a complete budget

Day 5: Putting it together - building the comprehensive model

- Build your planning model
- Build your forecasting model
- Build your budgeting model
- Link these together
- Leverage optimization through a capital structure Case study Example
- Bond buybacks Case study Example

Registration form on the Conference: Spreadsheet Skills for Planning, Forecasting & Budgeting

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