



*Training Course:  
Budget Management & Control*

*16 - 20 November 2026  
Milan (Italy)*

## Training Course: Budget Management & Control

Training Course code: FI2040 From: 16 - 20 November 2026 Venue: Milan (Italy) - Training Course Fees: 5775 € Euro

### Introduction

Budgets are an essential financial tool, which aid, planning, decision making, resource allocation, coordination, and control.

Without the necessary skills Budgets can be poorly managed and lack control or alternatively fail to provide the flexibility required to seize opportunities and respond to changing market and economic events.

This program provides participants with the skills necessary for the effective management and control of budgets including the:

- Sales Budgets
- Production Budgets
- Cash Budgets
- Capital Budgets and
- Master Budget

### Objective

Participants attending will:

- Develop the skills to effectively Use Budgets as a management tool:
  - Identifying key performance indicators for effective and focused decision making
  - Performing "What If" and Sensitivity Analysis to evaluate the implications of changes in major factors of production and consumption
  - Recommending various courses of action to manage the implications of "What If" and Sensitivity Analysis.
- Develop the skills to effectively Manage & Control the budgeting process by:
- Implementing advanced planning and control techniques such as
  - Variance Analysis into the budgeting process
  - Providing a decision support structure that provides timely and useful information to decision-makers

In particular, the following will find it very helpful:

- Financial managers, finance controllers treasurers and inventory managers
- Senior managers with direct responsibility for financial management and control
- Accountants, sale and purchase managers and managers responsible for the relationship with banks
- Any manager, at a medium and senior level, who is a part of the financial decision-making team.
- New interns and trainees with finance-related responsibilities.
- Department heads, process owners, administrative personnel associated with budget management, financial and technical professionals, sales and marketing professionals, project managers, and anyone who needs to understand how to develop cost projections for their department, projects.

## Target Audience

- Financial managers, controllers, and finance executives responsible for budgeting and financial planning
- Accountants and management accountants involved in cost control, variance analysis, and performance reporting
- Budgeting and planning professionals working in corporate, manufacturing, or service organizations
- Department heads and senior managers responsible for resource allocation and financial decision-making
- Sales, procurement, and operations managers involved in budget preparation and cost monitoring
- Project managers and team leaders responsible for project budgets and financial control
- Finance staff, analysts, and interns seeking practical skills in budgeting and financial analysis
- Professionals involved in forecasting, financial reporting, and decision support functions

## Course Outline

### Day 1: Introduction to Budgeting & Cost Behavior

- Importance of budgets in planning, control, and decision-making
- Types of budgets Sales, Production, Cash, Capital, Master Budget
- Cost behavior: fixed, variable, and semi-variable costs
- Break-even analysis fundamentals
- Identifying key performance indicators KPIs
- Role of budgets in organizational performance

### Day 2: Break-Even & Cost Analysis

- Detailed break-even analysis
- Cost-volume-profit CVP relationships
- Determining sales levels required for profitability
- Identification of critical costs in operations
- Resource requirement planning
- Practical applications in business decision-making

### Day 3: What-If & Sensitivity Analysis

- Introduction to What-if analysis in budgeting
- Sensitivity analysis and impact on financial outcomes
- Scenario building best case, worst case, base case
- Using Excel tools for scenario analysis
- Evaluating impact of changes in costs, sales, and resources
- Decision-making based on scenario results

#### Day 4: Advanced Budget Modeling & Forecasting

- Budget re-projection techniques
- Scenario Manager in Excel
- Deterministic vs probabilistic simulation
- Introduction to Monte Carlo simulation concepts
- Building flexible budgeting models
- Planning for uncertainty and contingencies
- Integrating forecasting with budgeting systems

#### Day 5: Variance Analysis & Decision Making

- Introduction to variance analysis
- Types of variances and reporting techniques
- Establishing costing systems and responsibility accounting
- Preparing and interpreting variance reports
- Performance evaluation and control systems
- Strategic decision-making using variance analysis
- Linking budgeting outcomes to business planning and improvement

## Registration form on the Training Course: Budget Management & Control

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€ Euro

Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

### Delegate Information

Full Name (Mr / Ms / Dr / Eng): .....  
 Position: .....  
 Telephone / Mobile: .....  
 Personal E-Mail: .....  
 Official E-Mail: .....

### Company Information

Company Name: .....  
 Address: .....  
 City / Country: .....

### Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng): .....  
 Position: .....  
 Telephone / Mobile: .....  
 Personal E-Mail: .....  
 Official E-Mail: .....

### Payment Method

- Please find enclosed a cheque made payable to Global Horizon
- Please invoice me
- Please invoice my company

### Easy Ways To Register

Telephone:  
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place.

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registration  
form to: +20233379764

E-mail to us :  
info@gh4t.com  
or training@gh4t.com

Complete & return the  
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to: Global Horizon  
3 Oudai street, Aldouki,  
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