



*Training Course:
Spreadsheet Skills for Planning, Forecasting &
Budgeting*

*5 - 9 October 2026
Baku (Azerbaijan)*

Training Course: Spreadsheet Skills for Planning, Forecasting & Budgeting

Training Course code: FI2044 From: 5 - 9 October 2026 Venue: Baku (Azerbaijan) - Training Course Fees: 5775 € Euro

Introduction

Planning, Forecasting & Budgeting are 3 of the most important functions in business. Performed properly they can lead to exceptional success. Yet many people do not use the tools available to them to their best advantage. In this course, we will leverage the power of Excel to demonstrate how to improve your forecasting, planning, and budgeting. By developing better spreadsheets & models, planning is more accurate, forecasting is more precise & budgeting is more attainable. And the time to develop these is dramatically reduced.

Forecasts, plans, and budgets may be improved through extensive what-if analysis to find key factors for management to monitor. Furthermore, these tools can be easily transferred into business plans which provide the guide to the overall performance of the firm.

Techniques you will master include:

- goal seek
- scenario manager
- sensitivity analysis
- solver
- decision models

The course's usefulness is enhanced by the fact that it is designed to apply to both Excel® 2003 & 2007 - to enable you to use it more effectively.

The course demonstrates every technique discussed using Excel® templates that will be provided to all delegates so bring your laptop to optimize the experience.

Objectives

On completion of this course delegates will be able to:

- 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

Target Audience

- Finance professionals, accountants, and financial analysts involved in planning, forecasting, and budgeting
- Management accountants and cost controllers responsible for performance planning and variance analysis
- Business analysts and decision-support professionals working with financial models and reporting
- Budgeting and planning managers across corporate, manufacturing, and service organizations
- Project managers and department heads involved in financial planning and resource allocation
- Professionals seeking to enhance their Excel-based financial modeling and decision-making skills
- Junior finance staff and graduates aiming to build practical skills in forecasting and budgeting tools
- Anyone responsible for building, analyzing, or improving financial planning models using Excel in a business environment

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 Training Course: Spreadsheet Skills for Planning, Forecasting & Budgeting

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

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