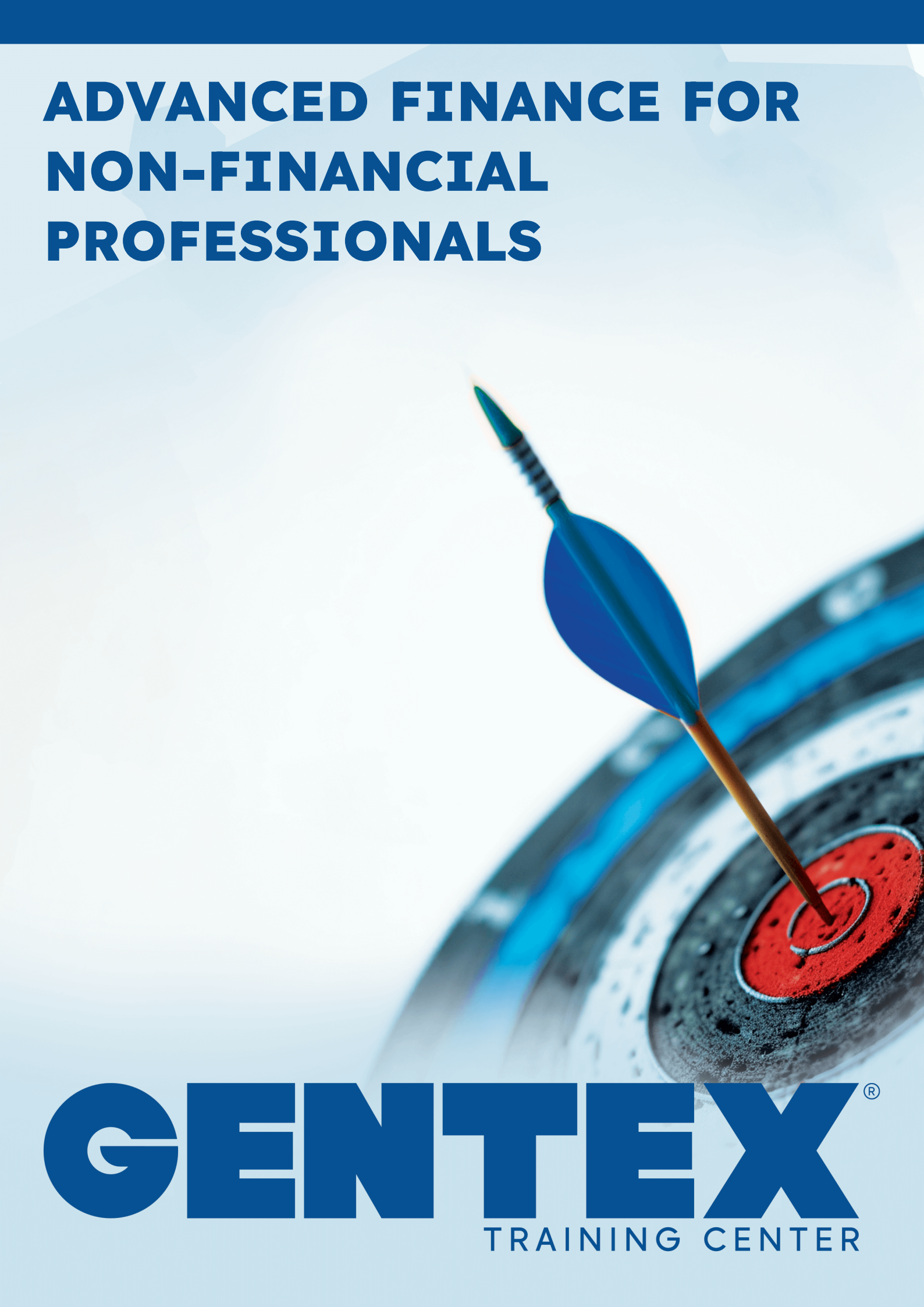
ADVANCED FINANCE FOR NON-FINANCIAL PROFESSIONALS



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TRAINING CENTER

GENTEX Training Center LLC | Orlando - FL, USA
Info@gentextraining.com

Introduction

Advanced Finance for Non-Financial Professionals Training Course takes managers and specialists beyond basic financial awareness into confident financial reasoning. Professionals in operations, engineering, sales, technology, and public service all commit resources and approve spending, yet few were trained to read the consequences of those choices. This course builds that ability. It covers financial statement interpretation, cost and margin analysis, budgeting, and investment appraisal. Furthermore, it applies working capital thinking, cash flow analysis, ratio interpretation, and risk awareness. In addition, it develops financial communication and business case construction. As a result, participants contribute to financial decisions as capable business partners rather than observers.

Advanced Finance for Non-Financial Professionals Course Objectives

- Interpret the balance sheet, income statement, and cash flow statement.
- Apply key ratios for liquidity, profitability, efficiency, and gearing.
- Analyse cost behaviour, contribution margin, and break-even points.
- Assess product, service, and customer profitability accurately.
- Prepare and defend a departmental budget with clear assumptions.
- Analyse variances and explain deviations to management.
- Apply working capital concepts and cash conversion cycle analysis.
- Appraise investments using payback, NPV, and IRR.
- Build a business case with financial justification and risk analysis.
- Communicate financial information clearly to non-finance audiences.

Course Methodology

- Interactive lectures in plain language with practical cases.

- Guided reading of real financial statements and reports.
- Costing, break-even, and profitability analysis workshops.
- Budget preparation and variance investigation exercises.
- Business case construction and presentation practice.

Who Should Take This Course

- Managers and specialists without a finance background.
- Operations, engineering, and project professionals.
- Sales, marketing, and commercial staff.
- IT, HR, and administration managers with budgets.
- Public sector and non-profit professionals.
- Entrepreneurs and business owners managing growth.

Advanced Finance for Non-Financial Professionals Course Outlines

Day 1: Financial Statements in Plain Language

- Purpose of accounting and who uses financial information.
- The accounting equation and double-entry logic.
- Reading the balance sheet and its main sections.
- Understanding the income statement and margin layers.
- Cash flow statement by operating, investing, and financing.
- How the three statements connect to each other.
- Case study: reading a company's annual report extract.

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Day 2: Ratios, Margins, and Financial Health

- Liquidity ratios: current, quick, and cash ratios.
- Profitability ratios: gross, operating, and net margin.
- Efficiency ratios: receivable, payable, and inventory days.
- Gearing, leverage, and interest cover indicators.
- Return on assets, equity, and capital employed.
- Trend and peer comparison techniques.
- Workshop: building a financial health dashboard.

Day 3: Costs, Pricing, and Profitability

- Cost classification: direct, indirect, fixed, variable, mixed.
- Contribution margin and relevant cost thinking.
- Break-even and margin of safety calculation.
- Costing a product, service, or project accurately.
- Pricing approaches and their financial consequences.
- Product, service, and customer profitability analysis.
- Workshop: calculating break-even and contribution for a service.

Day 4: Budgets, Cash, and Working Capital

- Budget purposes, types, and the budget cycle.
- Preparing a departmental budget with realistic assumptions.
- Variance analysis and investigating deviations.
- Working capital components and cash conversion cycle.
- Cash forecasting and managing shortfalls.

- Investment appraisal using payback, NPV, and IRR.
- Workshop: preparing and defending a departmental budget.

Day 5: Business Cases and Financial Communication

- Structuring a business case: problem, options, costs, benefits.
- Cost-benefit analysis and payback justification.
- Sensitivity and risk analysis for proposals.
- Presenting financial data with clear charts.
- Handling difficult questions on assumptions and numbers.
- Influencing decisions with financial evidence.
- Course review, assessment, and action planning.

Conclusion

By successfully completing Advanced Finance for Non-Financial Professionals, participants will gain a thorough understanding of financial statement interpretation, ratio and margin analysis, cost and break-even behaviour, budgeting and variance control, working capital and cash flow, and investment appraisal. They will also acquire practical skills in financial statement reading and interpretation, cost and profitability analysis, budgeting and variance analysis, and business case construction and investment appraisal. In addition, the course prepares them to influence financial decisions with informed, defensible arguments. Gentex Training Center delivers this programme with a strong focus on practical application for non-finance professionals.

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FAQs for Advanced Finance for Non-Financial Professionals course

Q1 What is the "Advanced Finance for Non-Financial Professionals" course about?

It is a five-day programme that moves professionals beyond financial awareness into confident financial reasoning. It covers financial statement interpretation, ratio and margin analysis, cost behaviour and break-even, budgeting and variance analysis, working capital and cash flow, investment appraisal, and business case construction.

Q2 What are the key benefits of the "Advanced Finance for Non-Financial Professionals" course?

Participants stop deferring financial questions to finance colleagues and start answering them. The course improves budget ownership and defence, sharpens pricing and cost decisions, makes cash flow constraints visible, strengthens investment proposals, raises the quality of business cases, and enables more productive conversations with finance teams and senior management.

Q3 What skills will I gain from the "Advanced Finance for Non-Financial Professionals" course?

Participants gain financial statement reading and interpretation, cost and profitability analysis with break-even calculation, budgeting and variance analysis, and business case construction and investment appraisal. These four skills cover the practical finance capability non-finance professionals need.

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Q4 What tools, methods, or standards are covered in the "Advanced Finance for Non-Financial Professionals" course?

The course covers the accounting equation and double-entry logic, the balance sheet, income statement and cash flow statement, liquidity ratios including current, quick and cash ratios, profitability ratios including gross, operating and net margin, efficiency ratios including receivable, payable and inventory days, gearing, leverage and interest cover, return on assets, equity and capital employed, trend and peer comparison, cost classification for fixed, variable, mixed, direct and indirect costs, contribution margin and relevant costing, break-even and margin of safety calculation, cost-plus and value-based pricing basics, product and customer profitability analysis, budget types and the budget cycle, departmental budget preparation, variance analysis, working capital components and the cash conversion cycle, cash forecasting, payback, net present value and internal rate of return appraisal, cost-benefit analysis, sensitivity and risk analysis for proposals, financial chart selection, and business case structuring.

Q5 How is the "Advanced Finance for Non-Financial Professionals" course applied in real-world practice?

Participants apply the methods to their own responsibilities. They read their unit's financial statements, track ratios, cost products and services, calculate break-even, prepare and defend budgets, investigate variances, monitor cash cycles, appraise equipment and project proposals, and build business cases for approval. Many leave with a financial health dashboard template, a budget pack structure, and a business case template ready to use.