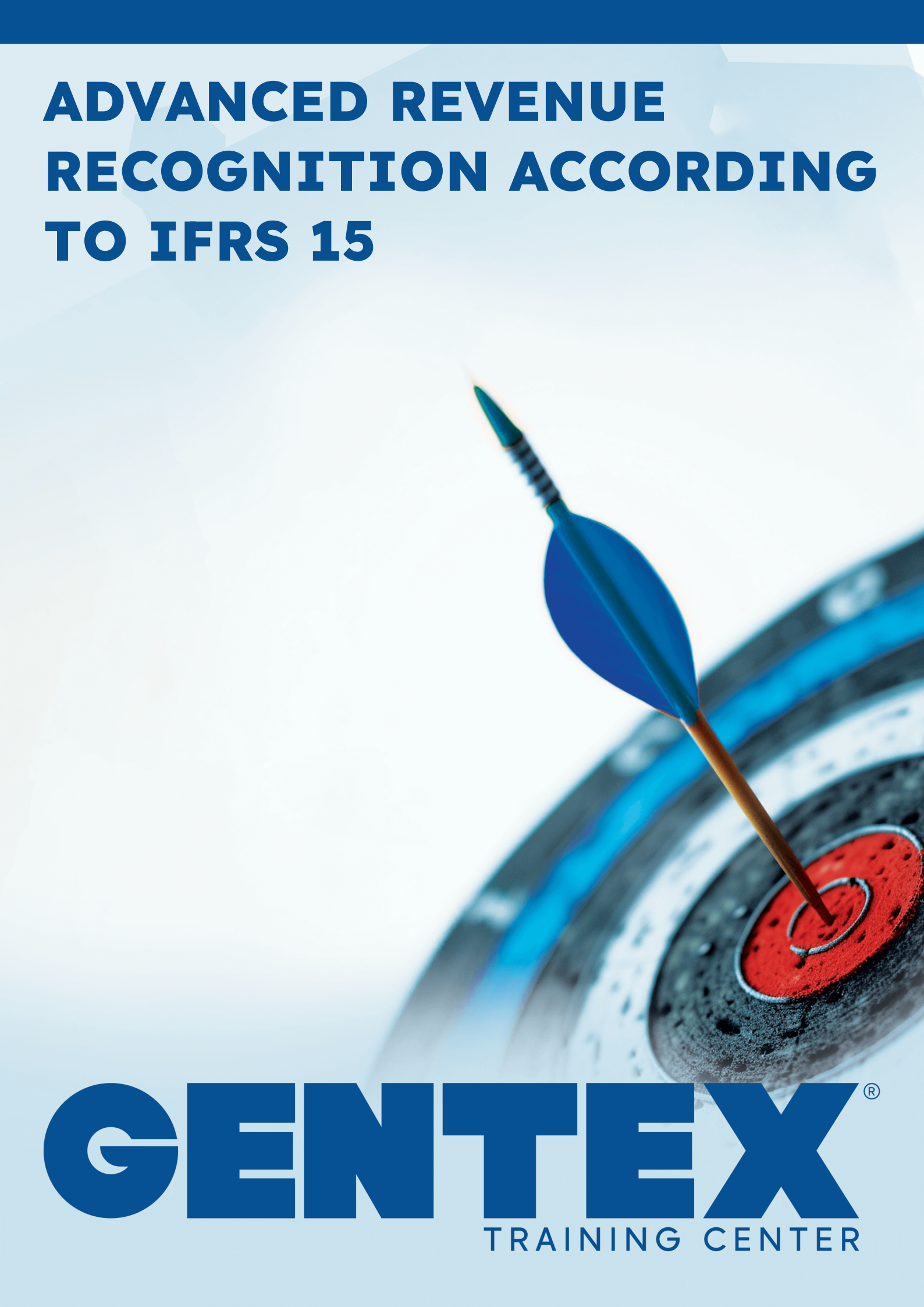
ADVANCED REVENUE RECOGNITION ACCORDING TO IFRS 15



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Introduction

Advanced Revenue Recognition According to IFRS 15 Training Course builds the technical judgement needed to apply the revenue standard to complex commercial arrangements. IFRS 15 replaced rules-based guidance with a principles-based five-step model, and that shift puts real pressure on judgement. Multi-element contracts, variable consideration, licences, and principal-versus-agent questions all turn on interpretation rather than lookup. This course develops that interpretation systematically. It covers contract identification, performance obligations, and transaction price allocation. Furthermore, it applies variable consideration, licensing, and principal-agent assessment. In addition, it covers contract costs, disclosures, and audit readiness. As a result, participants recognise revenue in ways that withstand technical and audit review.

Advanced Revenue Recognition According to IFRS 15 Course Objectives

- Explain the IFRS 15 core principle and five-step recognition model.
- Identify contracts with customers and assess collectability criteria.
- Identify distinct performance obligations within complex arrangements.
- Determine whether performance obligations are satisfied over time or at a point.
- Apply variable consideration estimation and constraint rules.
- Allocate transaction price using standalone selling price methods.
- Apply the licensing guidance to intellectual property arrangements.
- Assess principal versus agent relationships and their revenue effect.
- Account for contract costs, contract assets, and contract liabilities.
- Prepare IFRS 15 disclosures and support them with audit evidence.

Course Methodology

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- Interactive lectures with real IFRS 15 application case studies.
- Five-step model application workshops with worked examples.
- Variable consideration and allocation calculation exercises.
- Licensing and principal-agent assessment practice.
- Structured peer review with facilitator feedback on revenue judgements.

Who Should Take This Course

- Financial reporting accountants and managers.
- Revenue accounting specialists and controllers.
- External audit professionals.
- Commercial finance business partners.
- Finance professionals in technology, telecoms, and construction.
- Consultants advising on revenue recognition projects.

Advanced Revenue Recognition According to IFRS 15 Course Outlines

Day 1: The Five-Step Model and Contract Identification

- IFRS 15 core principle and scope.
- Step 1: identifying contracts with customers.
- Collectability and contract combination criteria.
- Contract modifications and their accounting treatment.
- Distinguishing revenue from other income.
- Interaction with IFRS 16 and IFRS 9.
- Case study: applying Step 1 to a complex customer arrangement.

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Day 2: Performance Obligations and Satisfaction

- Step 2: identifying distinct performance obligations.
- Distinct goods and services criteria and bundling analysis.
- Step 3: satisfaction of performance obligations.
- Over-time recognition criteria and progress measurement.
- Point-in-time recognition and transfer of control indicators.
- Bill-and-hold arrangements and consignment stock.
- Workshop: identifying obligations in a bundled contract.

Day 3: Transaction Price and Variable Consideration

- Step 4: determining the transaction price.
- Variable consideration estimation methods and constraint.
- Significant financing components and their computation.
- Non-cash consideration and consideration payable to customers.
- Rebates, discounts, penalties, and returns treatment.
- Refund liabilities and return asset recognition.
- Workshop: estimating and constraining variable consideration.

Day 4: Allocation, Licensing, and Principal-Agent

- Step 5: allocating the transaction price.
- Standalone selling price estimation methods.
- Discount and variable consideration allocation rules.
- Licensing guidance: right to access versus right to use.
- Sales-based and usage-based royalty treatment.

- Principal versus agent assessment criteria.
- Workshop: allocating price and assessing agent relationships.

Day 5: Contract Costs, Disclosures, and Audit Readiness

- Capitalising incremental costs of obtaining a contract.
- Costs to fulfil a contract and impairment treatment.
- Contract assets, contract liabilities, and presentation.
- IFRS 15 disclosure requirements and disaggregation.
- Transition methods and practical expedients.
- Supporting revenue judgements with audit evidence.
- Course review, assessment, and action planning.

Conclusion

By successfully completing Advanced Revenue Recognition According to IFRS 15, participants will gain a thorough understanding of the five-step recognition model, performance obligation identification, transaction price determination, variable consideration, allocation methods, licensing guidance, principal-agent assessment, contract costs, and disclosure requirements. They will also acquire practical skills in IFRS 15 five-step model application, performance obligation and contract assessment, transaction price and variable consideration determination, and revenue disclosure preparation and audit readiness. In addition, the course prepares them to recognise revenue with technical accuracy under audit scrutiny. Gentex Training Center delivers this programme with a strong focus on applied accounting judgement and defensible revenue conclusions.

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FAQs for Advanced Revenue Recognition According to IFRS 15 course

Q1 What is the "Advanced Revenue Recognition According to IFRS 15" course about?

It is a five-day programme on applying the IFRS 15 revenue standard to complex arrangements. It covers contract identification, performance obligations, over-time and point-in-time recognition, transaction price determination, variable consideration, allocation, licensing, principal-agent assessment, contract costs, and disclosure requirements.

Q2 What are the key benefits of the "Advanced Revenue Recognition According to IFRS 15" course?

Participants reach revenue conclusions that hold up under technical and audit challenge. The course improves contract and obligation analysis, sharpens variable consideration estimation and constraint, strengthens allocation and licensing judgements, reduces restatement and audit adjustment risk, improves disclosure quality, and raises confidence in defending revenue positions.

Q3 What skills will I gain from the "Advanced Revenue Recognition According to IFRS 15" course?

Participants gain IFRS 15 five-step model application and revenue judgement, performance obligation and contract assessment, transaction price and variable consideration determination, and revenue disclosure preparation and audit readiness. These four skills cover the practical core of revenue recognition work.

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Q4 What tools, methods, or standards are covered in the "Advanced Revenue Recognition According to IFRS 15" course?

The course covers the IFRS 15 core principle and scope, contract identification and collectability assessment, contract combination and modification treatment, distinct performance obligation identification, over-time recognition criteria and progress measurement methods, point-in-time control transfer indicators, bill-and-hold and consignment arrangements, transaction price determination, variable consideration estimation methods with the constraint, significant financing component computation, non-cash consideration treatment, consideration payable to customers, rebate, discount, penalty and return accounting, refund liabilities and return assets, standalone selling price estimation methods, discount and variable consideration allocation, licensing guidance for right to access and right to use, sales-based and usage-based royalty treatment, principal versus agent assessment criteria, incremental cost capitalisation for obtaining contracts, costs to fulfil a contract and impairment, contract asset and contract liability presentation, IFRS 15 disaggregation and disclosure requirements, transition methods and practical expedients, and audit evidence preparation.

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Q5 How is the "Advanced Revenue Recognition According to IFRS 15" course applied in real-world practice?

Participants apply the standard to their own contracts. They identify contracts and obligations, assess whether performance is satisfied over time or at a point, estimate and constrain variable consideration, allocate transaction price using standalone selling prices, assess licensing and agent relationships, capitalise eligible contract costs, recognise contract assets and liabilities, and draft disclosure notes with supporting evidence. Many leave with a five-step application checklist, a variable consideration worksheet, and an IFRS 15 disclosure template ready to use.