FEASIBILITY STUDY PROFESSIONAL (CFSP) - CSOBM CERTIFICATION



GENTEX®
TRAINING CENTER

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

Introduction

Feasibility Study Professional (CFSP) - CSOBM Certification Training Course builds the professional study capability that analysts, project developers, and investment professionals need to prepare and defend feasibility studies at a certification standard. Feasibility work fails in predictable ways. Scopes are unclear, market evidence is thin, costs are optimistic, and risks are never quantified. Each failure survives into the approval file and returns during execution. This course develops the discipline that removes those failures before approval. It covers study preparation, market and technical analysis, and financial evaluation. Furthermore, it applies cost estimation, financing structure, and option appraisal. In addition, it develops risk assessment, reporting, and professional ethics. As a result, participants produce studies that meet a recognised professional standard.

Feasibility Study Professional (CFSP) - CSOBM Certification Course Objectives

- Explain feasibility study standards and the professional body of knowledge.
- Prepare terms of reference, work plans, and study governance.
- Conduct market, demand, and competitive analysis rigorously.
- Assess technical, capacity, location, and supply feasibility.
- Evaluate legal, regulatory, environmental, and social requirements.
- Estimate capital, operating, and working capital requirements.
- Build integrated financial models with projections and cash flows.
- Apply NPV, IRR, payback, and benefit-cost ratio evaluation.
- Apply risk, sensitivity, and scenario analysis to study findings.
- Prepare professional feasibility reports, recommendations, and review files.

Course Methodology

GENTEX® TRAINING CENTER

- Interactive lectures with real feasibility study and appraisal cases.
- Preparation, analysis, and evaluation workshops.
- Cost estimation and financial modelling exercises.
- Risk, option appraisal, and report review practice.
- Structured peer review with facilitator feedback on study reports.

Who Should Take This Course

- Project development and appraisal professionals.
- Investment, credit, and financial analysts.
- Planning, economics, and research staff.
- Engineering and technical feasibility specialists.
- Public sector project and programme officers.
- Consultants preparing or reviewing feasibility studies.

Feasibility Study Professional (CFSP) - CSOBM Certification Course Outlines

Day 1: Professional Standards and Study Preparation

- Feasibility study standards and professional body of knowledge.
- Study types and their decision and approval context.
- Terms of reference, work breakdown, and study governance.
- Study team composition and specialist inputs.
- Baseline data collection, data quality, and evidence standards.
- Screening criteria and preliminary go/no-go review.
- Case study: preparing terms of reference to professional standard.

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

Day 2: Market, Commercial, and Demand Analysis

- Market definition, sizing, and segmentation methods.
- Demand estimation and forecasting techniques.
- Customer research, surveys, and triangulation of sources.
- Competitive analysis and market positioning.
- Pricing strategy and willingness-to-pay assessment.
- Marketing, distribution, and channel assessment.
- Workshop: preparing a market and demand analysis section.

Day 3: Technical, Regulatory, and Organisational Analysis

- Technical options and technology selection criteria.
- Capacity planning, scale, and process design.
- Location analysis and infrastructure assessment.
- Input supply, logistics, and utility requirements.
- Legal, licensing, permitting, and compliance review.
- Environmental, social, and organisational readiness review.
- Workshop: assessing technical and regulatory feasibility.

Day 4: Financial Modelling and Evaluation

- Capital cost estimation and contingency setting.
- Operating cost and working capital estimation.
- Revenue build-up and financial statement projections.
- Cash flow modelling and discount rate selection.

- NPV, IRR, payback, and benefit-cost ratio evaluation.
- Financing structure, funding feasibility, and sensitivity analysis.
- Workshop: building and evaluating an integrated financial model.

Day 5: Risk, Reporting, and Professional Review

- Risk identification and probability-impact assessment.
- Sensitivity analysis, scenario testing, and contingency planning.
- Option comparison and alternatives evaluation.
- Professional report structure and recommendation writing.
- Review files, decision gates, and post-decision audit.
- Ethics, objectivity, and professional conduct in appraisal.
- Course review, assessment, and action planning.

Conclusion

By successfully completing Feasibility Study Professional (CFSP) - CSOBM Certification, participants will gain a thorough understanding of professional feasibility study standards, market and commercial analysis, technical, regulatory and organisational analysis, financial modelling and evaluation, and risk, reporting and professional review. They will also acquire practical skills in feasibility study preparation and professional standards application, market and commercial analysis, technical, regulatory and organisational assessment, and financial modelling, evaluation and feasibility reporting. In addition, the course prepares them to produce studies that meet a recognised professional standard and support sound investment decisions. Gentex Training Center delivers this programme with a strong focus on applied appraisal practice and professional-standard reporting.

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

FAQs for Feasibility Study Professional (CFSP) - CSOBM Certification course

Q1 What is the "Feasibility Study Professional (CFSP) - CSOBM Certification" course about?

It is a five-day programme on preparing and defending feasibility studies to a professional standard. It covers study preparation and governance, market and commercial analysis, technical, regulatory and organisational analysis, financial modelling and evaluation, and risk, reporting and professional review.

Q2 What are the key benefits of the "Feasibility Study Professional (CFSP) - CSOBM Certification" course?

Participants produce studies that withstand review. The course improves terms of reference and study governance, sharpens market and demand analysis, strengthens technical and regulatory assessment, improves cost estimation and financial modelling, and raises risk analysis and report quality.

Q3 What skills will I gain from the "Feasibility Study Professional (CFSP) - CSOBM Certification" course?

Participants gain feasibility study preparation and professional standards application, market and commercial analysis, technical, regulatory and organisational assessment, and financial modelling, evaluation and feasibility reporting. These four skills cover the practical core of professional feasibility study work.

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

Q4 What tools, methods, or standards are covered in the "Feasibility Study Professional (CFSP) - CSOBM Certification" course?

The course covers feasibility study standards and professional body of knowledge, study types and approval context, terms of reference and work breakdown structures, study governance and team composition, baseline data collection and evidence standards, screening criteria and go/no-go review, market sizing and segmentation, demand estimation and forecasting, customer survey and triangulation methods, competitive analysis and positioning, pricing and willingness-to-pay assessment, distribution and channel assessment, technology selection criteria, capacity planning and process design, location and infrastructure analysis, input supply and utility requirements, legal, licensing, permitting and compliance review, environmental and social impact screening, organisational readiness review, capital cost estimation and contingency setting, operating cost and working capital estimation, revenue build-up and financial statement projections, cash flow modelling and discount rate selection, Net Present Value, internal rate of return, payback and benefit-cost ratio evaluation, financing structure and funding feasibility, risk identification and probability-impact assessment, sensitivity and scenario analysis, risk mitigation and contingency planning, option and alternatives comparison, professional report structure, recommendation writing, review file preparation, decision gates, post-decision audit, and professional ethics and objectivity standards.

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

Q5 How is the "Feasibility Study Professional (CFSP) - CSOBM Certification" course applied in real-world practice?

Participants apply the methods to real and simulated project studies. They prepare terms of reference and work breakdowns to professional standard, gather and triangulate baseline data, size markets and forecast demand, assess technology, capacity and location options, review licensing and environmental requirements, estimate capital, operating and working capital needs, build integrated financial models, calculate NPV, IRR and benefit-cost ratios, structure financing, test sensitivity and scenarios, rank options, prepare professional feasibility reports with recommendations, and support review files and decision gates. Many leave with a study preparation template, an integrated financial model, and a professional feasibility report structure ready to use.