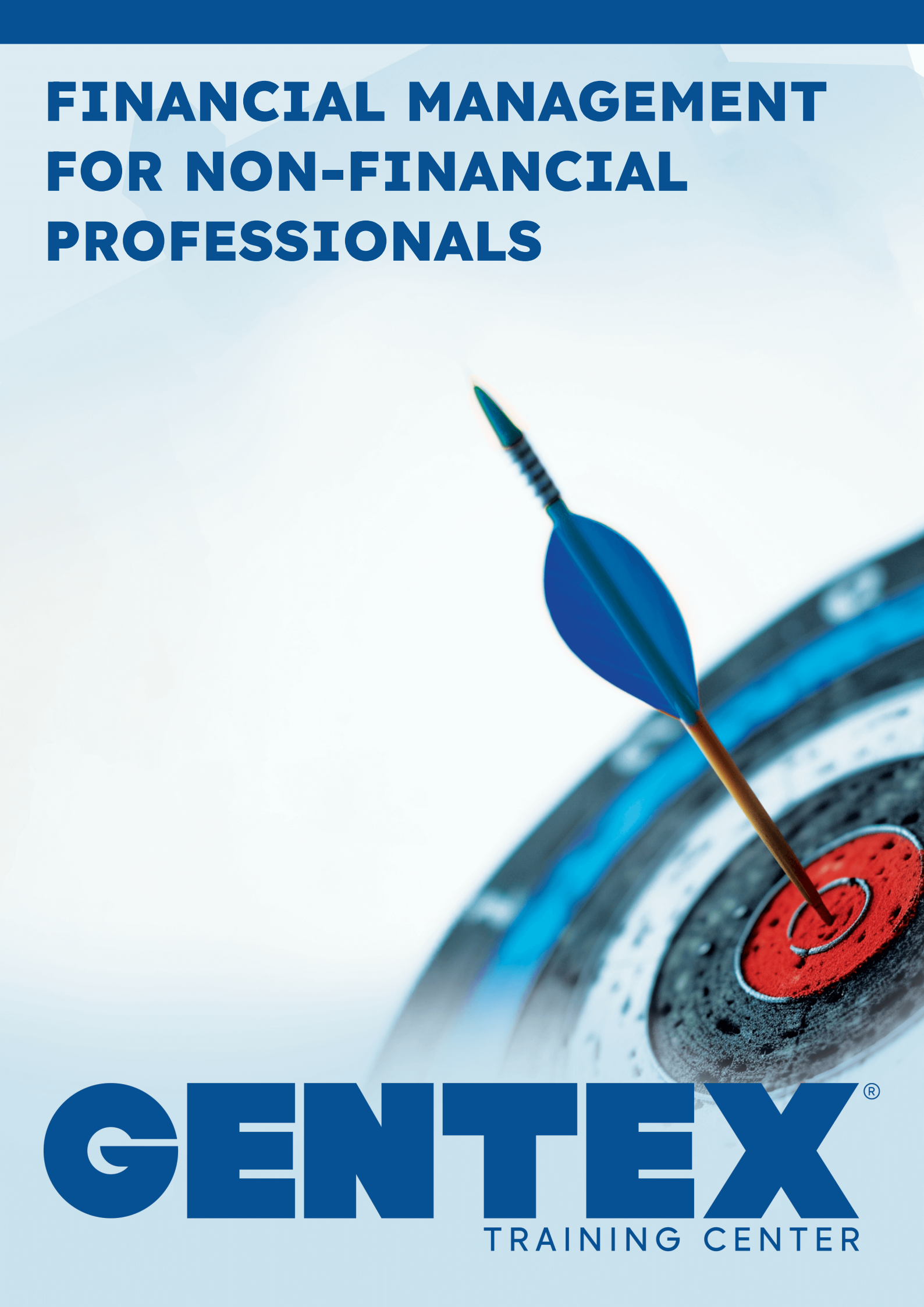
FINANCIAL MANAGEMENT FOR NON-FINANCIAL PROFESSIONALS



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Introduction

Financial Management for Non-Financial Professionals Training Course builds the management-level financial capability that functional leaders, project sponsors, and department heads need to plan, allocate, and defend resources. Financial management is not only accounting. It is the practice of setting financial objectives, planning how to meet them, and controlling performance against that plan. Managers without it approve spending on instinct, lose arguments to whoever holds the budget, and miss early warning signs. This course develops the management discipline that prevents those outcomes. It covers financial planning, budgeting, cost control, and performance review.

Financial Management for Non-Financial Professionals Course Objectives

- Explain financial management objectives and the management cycle.
- Interpret financial statements and assess organisational financial health.
- Apply ratio, trend, and cash flow analysis to management review.
- Apply cost classification and cost behaviour analysis to decisions.
- Build departmental budgets with documented assumptions.
- Apply incremental, zero-based, and activity-based budgeting approaches.
- Analyse cost, price, and volume variances and plan corrective action.
- Apply contribution, break-even, and cost-to-serve analysis.
- Apply investment appraisal using NPV, IRR, and payback.
- Manage working capital, cash flow, and financial risk awareness.

Course Methodology

- Interactive lectures with real management planning and control cases.

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- Financial statement and ratio interpretation workshops.
- Budgeting, costing, and variance analysis exercises.
- Investment appraisal, cash management, and reporting practice.
- Structured peer review with facilitator feedback on departmental plans.

Who Should Take This Course

- Department heads and functional managers.
- Project and programme sponsors.
- Operations, sales, and marketing managers.
- Engineering, IT, and technical managers.
- Procurement and supply chain managers.
- Small business owners and entrepreneurs.

Financial Management for Non-Financial Professionals Course Outlines

Day 1: Financial Management Cycle and Statement Foundations

- Financial management objectives and managerial responsibilities.
- Planning, organising, controlling, and reporting cycle.
- Balance sheet, income statement, and cash flow structure.
- Statement interconnection and what each reveals to managers.
- Profit versus cash distinction and its management implication.
- Accounting terminology translated into plain language.

- Case study: assessing organisational financial health from statements.

Day 2: Analysis, Ratios, and Performance Review

- Profitability ratios: gross, operating, and net margin.
- Return on assets, equity, and capital employed.
- Liquidity and efficiency ratio interpretation.
- Gearing, leverage, and interest cover assessment.
- Trend, common-size, and peer comparison methods.
- Cash flow analysis and working capital review.
- Workshop: building a departmental performance analysis.

Day 3: Cost Management and Budgeting

- Fixed, variable, direct, and indirect cost classification.
- Cost behaviour and cost driver identification.
- Incremental, zero-based, and activity-based budgeting.
- Revenue, cost, and capital budget components.
- Budget assumptions, documentation, and approval routines.
- Contingency and reserve design in departmental budgets.
- Workshop: preparing and defending a departmental budget.

Day 4: Variance Analysis, Costing, and Decisions

- Flexible budgets and volume-adjusted comparison.
- Price, volume, efficiency, and mix variance decomposition.
- Variance investigation and corrective action planning.
- Contribution margin, break-even, and cost-to-serve analysis.

- Product, customer, and service profitability assessment.
- Investment appraisal: NPV, IRR, and payback.
- Workshop: appraising a proposal and explaining variances.

Day 5: Cash, Risk, and Management Reporting

- Working capital, cash conversion cycle, and funding needs.
- Cash flow forecasting for departmental planning.
- Financial risk awareness: cost, price, and currency exposure.
- Cost control and efficiency opportunity identification.
- KPI selection and departmental performance reporting.
- Communicating financial plans and results to management.
- Course review, assessment, and action planning.

Conclusion

By successfully completing Financial Management for Non-Financial Professionals, participants will gain a thorough understanding of the financial management cycle and statement foundations, analysis, ratios and performance review, cost management and budgeting, variance analysis, costing and decisions, and cash, risk and management reporting. They will also acquire practical skills in financial statement interpretation and performance analysis, departmental budgeting and cost management, variance analysis and variance investigation, and investment appraisal, cash flow management and financial reporting. In addition, the course prepares them to plan and control resources with financial discipline and defend their decisions. Gentex Training Center delivers this programme with a strong focus on practical financial management and confident managerial decision-making.

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FAQs for Financial Management for Non-Financial Professionals course

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

It is a five-day programme on planning and controlling resources with financial discipline. It covers the financial management cycle and statements, analysis and performance review, cost management and budgeting, variance analysis and decisions, and cash, risk and management reporting.

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

Participants plan and defend resource decisions with financial discipline. The course improves statement interpretation and ratio reading, sharpens cost classification and budgeting practice, strengthens variance analysis and corrective action, improves investment appraisal judgement, and raises cash management and reporting quality.

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

Participants gain financial statement interpretation and performance analysis, departmental budgeting and cost management, variance analysis and variance investigation, and investment appraisal, cash flow management and financial reporting. These four skills cover the practical core of financial management for non-specialists.

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

The course covers financial management objectives and the planning, organising, controlling and reporting cycle, balance sheet, income statement and cash flow statement structure, statement interconnection and management implications, profit versus cash distinction, gross, operating and net margin analysis, return on assets, equity and capital employed, liquidity and efficiency ratio interpretation, gearing, leverage and interest cover, trend, common-size and peer comparison, cash flow analysis and working capital review, fixed, variable, direct and indirect cost classification, cost behaviour and cost driver identification, incremental, zero-based and activity-based budgeting, revenue, cost and capital budget components, budget assumption documentation and approval routines, contingency and reserve design, flexible budgets and volume-adjusted comparison, price, volume, efficiency and mix variance decomposition, variance investigation and corrective action planning, contribution margin, break-even and cost-to-serve analysis, product, customer and service profitability analysis, Net Present Value, internal rate of return and payback analysis, working capital and cash conversion cycle analysis, cash flow forecasting, financial risk awareness across cost, price and currency exposure, cost control opportunity identification, and KPI selection and departmental reporting.

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

Participants apply the methods to their own departmental responsibilities. They assess financial health from statements, calculate and interpret key ratios, run trend and common-size reviews, classify costs and model cost behaviour, prepare and defend departmental budgets with documented assumptions, build flexible budgets, decompose price, volume, efficiency and mix variances, investigate variance causes and plan corrective action, run contribution and cost-to-serve analysis, appraise proposals with NPV and IRR, review working capital and forecast departmental cash flow, identify financial risk exposure, select departmental KPIs, and communicate plans and results to management. Many leave with a departmental budgeting model, a variance analysis pack, and a management reporting structure ready to use.