

Business Performance Planning Training

COURSE CONTENT

GET IN TOUCH



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About Multisoft

Train yourself with the best and develop valuable in-demand skills with Multisoft Systems. A leading certification training provider, Multisoft collaborates with top technologies to bring world-class one-on-one and certification trainings. With the goal to empower professionals and business across the globe, we offer more than 1500 training courses, which are delivered by Multisoft's global subject matter experts. We offer tailored corporate training; project Based Training, comprehensive learning solution with lifetime e-learning access, after training support and globally recognized training certificates.

About Course

Business Performance Planning training by Multisoft Systems is designed to help professionals develop a strong understanding of strategic planning, budgeting, forecasting, and performance management processes used by modern organizations. In today's competitive business environment, companies rely on accurate financial planning and data-driven insights to improve decision-making and achieve long-term growth. This training equips participants with the knowledge required to align financial strategies with organizational objectives and monitor business performance effectively.

Module 1: Introduction to Business Performance Planning

- ✓ Overview of Business Performance Planning
- ✓ Importance of performance planning in organizations
- ✓ Key components of business performance management
- ✓ Role of planning in strategic decision-making
- ✓ Understanding financial and operational performance metrics

Module 2: Strategic Planning Fundamentals

- ✓ Introduction to strategic planning processes
- ✓ Aligning business objectives with performance planning
- ✓ Organizational goal setting and long-term planning
- ✓ Strategic frameworks and planning models
- ✓ Identifying business drivers and performance indicators

Module 3: Budgeting and Financial Planning

- ✓ Fundamentals of budgeting
- ✓ Types of budgets (operational, capital, master budget)
- ✓ Budget preparation and planning techniques
- ✓ Budget monitoring and control
- ✓ Managing budget revisions and adjustments

Module 4: Financial Forecasting Techniques

- ✓ Introduction to forecasting in business planning
- ✓ Forecasting methods and models
- ✓ Demand and revenue forecasting
- ✓ Scenario planning and predictive analysis
- ✓ Improving forecasting accuracy

Module 5: Key Performance Indicators (KPIs) and Metrics

- ✓ Understanding KPIs and performance metrics
- ✓ Selecting the right KPIs for business performance
- ✓ Measuring financial and operational performance
- ✓ Performance dashboards and reporting tools
- ✓ KPI monitoring and performance evaluation

Module 6: Variance Analysis and Performance Evaluation

- ✓ Introduction to variance analysis
- ✓ Types of variances in financial planning
- ✓ Analyzing budget vs actual performance
- ✓ Identifying causes of performance deviations
- ✓ Implementing corrective actions

Module 7: Performance Management Frameworks

- ✓ Overview of performance management systems
- ✓ Balanced Scorecard approach
- ✓ Performance tracking and reporting
- ✓ Continuous performance improvement strategies
- ✓ Integrating performance planning with management processes

Module 8: Data-Driven Decision Making

- ✓ Role of data in business performance planning
- ✓ Data collection and analysis techniques
- ✓ Business intelligence for performance management
- ✓ Using analytics to support strategic decisions
- ✓ Building performance reports and dashboards

Module 9: Risk Management in Performance Planning

- ✓ Identifying financial and operational risks
- ✓ Risk assessment and mitigation strategies
- ✓ Scenario analysis for uncertain business conditions
- ✓ Planning for business continuity

Module 10: Best Practices in Business Performance Planning

- ✓ Industry best practices for planning and forecasting
- ✓ Integrating planning with organizational strategy
- ✓ Improving collaboration across departments
- ✓ Enhancing transparency in financial planning
- ✓ Future trends in business performance management