


 **May 10th & 11th
2023**

 **09:00am
to 05:00pm**

**Duration;
2 days**




Pakistan Society for
Training & Development



BUDGETING AND FORECASTING


WITH MUHAMMAD ALI SAEED


- ✓ Understanding the background of budgeting
- ✓ Stages of budgeting Budgeting process (steps) Zero based budgeting
- ✓ Information required for budgeting
- ✓ Who can do budgeting
- ✓ Impact of inflation and other economic indicators Impact of Country's policy operating environment Budgeting as a tool for controlling efficiency
- ✓ Myth of "Profit"
- ✓ Cash Flow Versus Profit Managing Surplus Contingency provisions
- ✓ Linking the Financial Statements Preparing Cash Flow Statement Analyzing
- ✓ Business Performance Using Cash Flow Statement
- ✓ Linking budgets to business objectives and financial outcomes

 **FEES**
PKR 30,000 / + ST
(NON-MEMBERS)
PKR 28,000 / + ST
(MEMBERS)

 **LOCATION**
PSTD KARACHI

MODE
CLASSROOM

 Mehnaz.majeed@pstd.com.pk
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 **0332-7783999**
0318-4387944

- ✓ Myth of Profit
- ✓ Cash Flow Versus Profit
- ✓ Managing Surplus Contingency provisions
- ✓ Linking the Financial Statements
- ✓ Preparing Cash Flow Statement
- ✓ Analyzing Business Performance Using Cash Flow Statement
- ✓ Incorporating capital investment decisions into the budget and planning process
- ✓ Capital investment evaluation techniques
- ✓ Importance of Cost of Capital
- ✓ What to rely NRV or IRR?

Viewing real time budgets

- ✓ What is Rolling Forecasts
- ✓ How to implement Rolling Forecasts
- ✓ Actual vs Budget vs Rolling forecast

A sample budget template likely given “free” to participants to use and coherently share it across the organizational context.

- ✓ Basics of Budgeting Time Value of Money
- ✓ Importance of Monthly Budgets
- ✓ How Yearly budgets only require 1 minute a week
- ✓ Carrying out Sensitivity Analysis



TRAINER'S PROFILE

Investment Banker, Business Transformation, Lego® Seriousplay® Practitioner

Ali Saeed has been in the business of transforming People and Processes for more than a decade. His expertise lies in facilitating Critical Thinking, Personal Development, Stress & Time Management, Sales Evolution, Communication (Oral, Written, and Gesture Sciences), Strategy & Business Acumen. His career spanning over 15 years as an investment banker entails technical training on Financial Modelling, Corporate.

Finance, Investment Banking, Analysis of Financial statements, and Finance for Non-Finance Managers. Ali has trained and mentored more than 50,000+ people across Pakistan and the MENA region with over 450 workshops, seminars, and keynotes, enchanting audiences with his sagacity and anecdotal performances with real-life skews. His interactions with the audiences display the power of the “Triple E” effect in action. Ali pioneered the Lego® SeriousPlay® approach in Pakistan and has been a facilitator of the methodology in Pakistan since 2015. He has carried out over 50+ interventions on Strategy, Process Mapping, Communication, Creativity and Innovation, and Team Building using this powerful unorthodox tool of Lego® bricks in imaginative thinking, inspiring creativity and out-of-the-box solutions for the workplace environments Previously Ali was a Portfolio Manager for Alfalah GHP, an asset management company owned by the Abu Dhabi Group, supervising the compositions of equities, pure fixed income, initiating and balancing the funds' dynamics.

- CEO at an investment banking/equities brokerage firm
- Over 10 years of diverse professional experience in foreign and domestic equity markets specializing in buy and sell side rolls
- Former emerging markets strategist with Morgan Stanley Capital, UK
- Renowned for his highly engaging, thought provoking and practical approach towards coaching and mentoring professionals

