

Duration; 2 days





BUDGETING AND FORECASTING

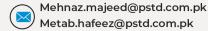
WITH MUHAMMAD ALI SAEED

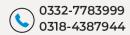
- Understanding the background of budgeting
- ✓ Stages of budgeting Budgeting process (steps) Zero based budgeting
- ✓ Information required for budgeting
- ✓ Who can do budgeting
- ✓ Impact of inflation and other economic indicators Impact of Country's policyl operating environment Budgeting as a tool 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













- 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 BudgetingTime 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





