

Making a Business Case

Learning outcomes

Managers will:

Use information about costs to inform management decisions

- ▶ Nature of revenue costs and capital expenditure
- ▶ Break even analysis
- ▶ Relevant costs in decision making
- ▶ Techniques to reduce costs

Make a financial case using effective methods to present findings

- ▶ Simple financial evaluation techniques
- ▶ Factors in considering and recommending revenue expenditure
- ▶ Effective methods to present financial information
- ▶ Using words effectively
- ▶ Key points to cover in a bid for funding

“Money makes the world go round...the world go round”

Who is this for?

This is a good overview for anyone who needs to create and present a robust business case for more resources, either to their immediate manager or to a board.

Workshop style

Using a bespoke scenario set in a union / university environment the course leader will take you through the process of preparing a financial case.

Impact on the organisation

The final outcome will be a master template to take back to your union to be used in the future.

Evaluation

Self assessed skills ladder one month after the course.

One day course

Regional venue