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COURSE BROCHURE

Advanced Corporate Turnaround Planning and Cost Optimisation Training Course

8 – 19 November 2027
Dar es Salaam

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Registered in the United Kingdom and Saudi Arabia

Advanced Corporate Turnaround Planning and Cost Optimisation Training Course

Ref: 1730_63452 **Date:** 8 – 19 November 2027 **Location:** Dar es Salaam **Fees:** 9500 GBP

Corporate Turnaround Planning and Cost Optimisation is a 2-week advanced training course for CFOs, restructuring leads and operations finance managers who must steer a distressed business back to stable cash and sustainable margins, ending with a turnaround plan with cost savings roadmap. Lenders, suppliers and boards now react faster to early signs of distress, so a credible recovery case decides whether options stay open. The course is delivered by Jupiter Prime Training.

Why Corporate Turnaround Planning and Cost Optimisation Matters Now

Higher borrowing costs, tighter credit terms from suppliers and impatient creditor groups have shortened the time a struggling business has to act. A company that spots liquidity pressure early, stabilises cash within weeks and restructures its cost base on evidence keeps the trust of lenders and staff; one that delays usually loses control of the process to creditors or the courts. The course rests on the 13-week cash flow forecast, the stabilisation-to-recovery turnaround cycle, activity-based cost analysis and interest-based negotiation, each applied to cases from manufacturing and retail.

Who Gains Most from Corporate Turnaround Planning and Cost Optimisation

- Finance leaders accountable for liquidity, covenant headroom and reporting to boards and lenders
- Restructuring leads who shape recovery options and coordinate advisers and creditors
- Operations finance managers who own plant, branch or business-unit cost bases
- Treasury heads responsible for daily cash control, payment runs and facility drawdowns
- Strategy and transformation heads who must turn a recovery thesis into funded initiatives

Leadership groups that send their finance, treasury and operations heads together gain most, because the cash forecast, cost levers and creditor story must be built as one case.

Corporate Turnaround Planning and Cost Optimisation Capabilities

Participants move from reading distress signals to sequencing cash actions, cost cuts and creditor talks into one recovery case that a board can approve.

- Assess the stage and root causes of corporate distress — board decision on recovery or sale
- Build a rolling 13-week cash flow forecast with variance tracking — treasury and lenders
- Design cost base restructuring options ranked by savings and disruption — executive committee
- Weigh divestment, refinancing and standstill options against liquidity runway — shareholders and creditors
- Communicate a recovery case and negotiate concessions — banks, suppliers and employee representatives
- Specify milestones and owners for a cost savings roadmap — recovery steering group

Key Corporate Turnaround Planning and Cost Optimisation Terms

- 13-Week Cash Flow Forecast — a rolling weekly receipts and payments projection used to manage liquidity and evidence control to lenders during distress.
- Liquidity Runway — the number of weeks a business can meet its obligations from available cash and committed facilities before funding runs out.
- Standstill Agreement — a temporary arrangement in which creditors agree not to enforce their rights while a recovery plan is prepared.
- Cost-to-Serve — the full cost of supplying a customer, channel or product, including logistics, service and administration, used to find unprofitable activity.
- Zero-Based Cost Review — a review that rebuilds each overhead line from required activities rather than last year's spend.
- Independent Business Review — an external assessment of a distressed company's viability and plan, often requested by lenders before new support.

Corporate Turnaround Planning and Cost Optimisation Day by Day

Day 1: Recognising Corporate Distress

- Distress Stage Model — Timing Of Intervention And Board Escalation
- Early Warning Ratio Dashboard — Spotting Liquidity And Margin Erosion
- Root Cause Mapping — Separating Strategic, Operational And Financial Failure
- Stakeholder Power Map — Who Can Block Or Fund Recovery
- Directors' Duties In The Zone Of Insolvency — Personal Exposure Of Officers

Day 2: Taking Control of Cash

- 13-Week Cash Flow Forecast Template — Weekly Liquidity Visibility
- Receipts Forecasting By Customer Cohort — Collection Risk And Timing
- Payment Prioritisation Matrix — Critical Suppliers Versus Deferrable Spend
- Forecast Variance Tracking — Credibility With Lenders And The Board
- Central Cash Committee Charter — Authority Over Every Outgoing Payment

Day 3: Releasing Working Capital

- Debtor Day Reduction Sprint — Accelerating Collections Without Losing Customers
- Inventory Rationalisation By SKU Velocity — Freeing Cash From Slow Stock
- Supplier Term Renegotiation — Extending Payables Without Supply Disruption
- Asset Disposal Screening — Non-Core Property And Equipment For Cash
- Working Capital Bridge — Linking Actions To The Cash Forecast

Day 4: Diagnosing the Business Model

- Segment Profitability Analysis — Which Units Earn Their Capital
- Cost-To-Serve Modelling — Exposing Unprofitable Customers And Channels
- Product Portfolio Pruning Grid — Keep, Fix, Reprice Or Exit
- Competitive Position Assessment — Is There A Viable Core Business
- Independent Business Review Preparation — Evidence Lenders Will Test

Day 5: Restructuring the Cost Base

- Cost Base Baseline And Driver Tree — Where Spend Really Sits
- Spans And Layers Analysis — Flattening Management Structures
- Footprint Consolidation Options — Sites, Warehouses And Branches
- Activity-Based Costing For Overheads — Linking Support Cost To Output
- Savings Disruption Matrix — Ranking Levers By Impact And Risk

Day 6: Rebuilding Overheads from Activities

- Zero-Based Cost Review Of Support Functions — Required Versus Inherited Spend
- Procurement Category Reset — Demand Reduction And Supplier Consolidation
- Outsourcing And Shared Service Options — Make Or Buy Choices
- Variable Cost Conversion — Turning Fixed Overhead Into Flexible Capacity
- Savings Validation Protocol — Separating Real Cuts From Accounting Shifts

Day 7: Financial Restructuring Options

- Capital Structure Diagnosis — Sustainable Debt Against Recovered Cash Generation
- Refinancing And Covenant Reset — Terms Lenders Can Accept
- Debt-For-Equity And Write-Down Scenarios — Sharing Losses Among Creditors
- Divestment And Carve-Out Valuation — Selling Assets To Fund Recovery
- Formal Versus Informal Restructuring Routes — Control, Cost And Speed

Day 8: Negotiating with Creditors and Stakeholders

- Creditor Classification And Leverage Analysis — Who Holds Negotiating Power
- Interest-Based Negotiation Framework — Concessions Traded For Visibility
- Standstill Agreement Terms — Buying Time For The Recovery Case
- Employee Consultation Planning — Workforce Change With Fair Process
- Recovery Communication Cascade — Messages For Staff, Customers And Media

Day 9: Governing Recovery Delivery

- Turnaround Office Design — Roles, Cadence And Decision Rights
- Initiative Charters With Owners — Accountability For Every Saving
- Recovery KPI Scorecard — Cash, Margin And Milestone Tracking
- Benefit Leakage Controls — Preventing Cost Creep After Cuts
- Lender Reporting Pack — Monthly Evidence Of Plan Delivery

Day 10: Practising the Turnaround Plan with Cost Savings Roadmap

- Distress Diagnosis Case Run — Applying Root Cause Mapping To A Live Case
- Cash Stabilisation Drill — Building A 13-Week Forecast Under Pressure
- Cost Lever Prioritisation Exercise — Combining Restructuring And Overhead Options
- Creditor Negotiation Role Play — Defending The Recovery Case To Lenders
- Turnaround Plan With Cost Savings Roadmap — Final Board Presentation

Applying Corporate Turnaround Planning and Cost Optimisation After the Course

- Set up a rolling 13-week cash flow forecast with weekly variance review for the business or unit in your care.
- Run a cost-to-serve and savings disruption assessment on one division and present the ranked levers to the executive committee.

Corporate Turnaround Planning and Cost Optimisation Questions FAQ

What is corporate turnaround planning and cost optimisation, and why does it matter now?

It is the discipline of stabilising cash, fixing the business model and restructuring costs in a distressed company. It matters now because creditors act faster on weak results, so a credible recovery case must be ready within weeks rather than months.

Which roles gain most from corporate turnaround planning and cost optimisation?

Finance leaders, restructuring leads, treasury heads and operations finance managers gain most. They hold the cash, cost and creditor decisions that determine whether a recovery succeeds, and they must present one coherent case to boards and lenders.

How does corporate turnaround planning and cost optimisation differ from a budgeting course?

It addresses businesses under financial stress rather than routine annual planning. Budgeting courses set targets for a stable organisation; this course covers liquidity crises, creditor negotiation, financial restructuring routes and cost cuts that must deliver cash within a fixed recovery window.

What do you bring back from corporate turnaround planning and cost optimisation?

You bring back a recovery plan built on a live case. It combines a 13-week cash forecast, ranked cost levers, a creditor negotiation stance and a governance cadence that you can adapt to your own organisation.

Corporate Turnaround Planning and Cost Optimisation: The Way Forward

The turnaround plan with cost savings roadmap first informs whether the board pursues recovery, sale or formal restructuring. Finance leaders, lenders and the turnaround office use it to track cash, savings and milestones each week. After its first use, revisit the creditor stance and the savings validation evidence, because both shift quickly once stakeholders see early results.