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COURSE BROCHURE

Financial Forecasting Models and Forecast Accuracy Training Course

22 – 26 February 2027
Milan

Financial Forecasting Models and Forecast Accuracy Training Course

Ref: 1752_64289 **Date:** 22 – 26 February 2027 **Location:** Milan **Fees:** 6200 GBP

Financial Forecasting Models and Forecast Accuracy is a 1-week training course for financial analysts and FP&A staff who build, run and defend forecasts, producing a tested Forecast Accuracy Scorecard and Model. Boards now expect forecasts that explain their own error, not just a single number for next quarter. Jupiter Prime Training runs this course for analysts who want forecasts that survive challenge.

Why Financial Forecasting Models Matter Now

Three forces shape forecasting work today. Volatile input costs and demand shift faster than annual cycles can absorb, so rolling reforecasts have replaced the static year view. Lenders, investors and audit committees ask how far past forecasts missed and why. Spreadsheet automation lets analysts rerun models daily, which exposes weak logic quickly. An organisation that measures its forecast error can move cash, stock and headcount with confidence; one that does not discovers its gaps at quarter end. The course rests on driver-based modelling, three-statement linkage and standard error measures such as mean absolute percentage error.

Who Gains Most from Financial Forecasting Models

- Analysts who maintain the monthly revenue and cost outlook
- FP&A staff who consolidate business-unit forecasts into the group view
- Treasury analysts responsible for short-term cash projections
- Commercial finance staff who translate sales pipelines into numbers
- Cost accountants who forecast overheads and unit costs

A finance team that sends its forecast owners and its reviewers together gains most, because both sides learn to read the same error measures.

Financial Forecasting Models Capabilities

Participants leave able to build forecast logic from operational drivers and then prove how reliable that logic has been.

- Build driver trees that tie volume, price and mix to revenue — sales and pricing decisions
- Link forecast outputs through income statement, balance sheet and cash flow — liquidity planning
- Calculate bias and error measures on past forecasts — model owners and reviewers
- Test assumptions with sensitivity tables and scenarios — finance directors setting targets
- Design a rolling reforecast routine with clear cut-off rules — monthly close calendar
- Communicate forecast ranges and confidence to non-finance leaders — executive committees

Key Financial Forecasting Models Terms

- Driver-based forecast — a projection built from operational quantities such as units, headcount or price rather than from last year's totals.
- Rolling forecast — a forecast extended by one period each cycle so the horizon always covers the same length ahead.
- Forecast bias — a consistent tendency for forecasts to land above or below actual results.
- Mean absolute percentage error — the average size of forecast misses expressed as a percentage of actual values.
- Sensitivity table — a grid showing how one output changes as one or two inputs move across a range.
- Three-statement linkage — the connections that make profit, balance sheet and cash flow agree with each other.

Financial Forecasting Models Day by Day

Day 1: Forecasting Context and Model Purpose

- Forecast Purpose Statement — Which Decisions the Forecast Must Support
- Horizon and Granularity Choices — Monthly Versus Quarterly Detail Trade-Offs
- Historical Data Cleansing — Removing One-Off Items Before Trend Work
- Spreadsheet Layout Standards — Separating Inputs, Calculations and Outputs
- Forecast Calendar Mapping — Aligning Submissions With the Close Cycle

Day 2: Driver Trees and Revenue Logic

- Volume, Price and Mix Decomposition — Explaining Revenue Movement Sources
- Pipeline Conversion Rates — Turning Sales Opportunities Into Bookings
- Seasonality Indices — Spreading Annual Totals Across Months
- Cost Behaviour Classification — Fixed, Variable and Step Cost Forecasts
- Headcount and Payroll Drivers — Staffing Plans Behind Cost Lines

Day 3: Linking the Three Statements

- Working Capital Days — Receivables, Payables and Inventory Projections
- Capital Expenditure Schedules — Depreciation and Asset Balance Effects
- Debt and Interest Schedules — Funding Needs and Covenant Headroom
- Balance Sheet Checks — Error Flags That Stop Broken Models
- Direct Cash Projection — Thirteen-Week Liquidity View for Treasury

Day 4: Measuring Forecast Accuracy

- Bias and Error Measures — Choosing Metrics for Each Forecast Line
- Forecast Value Added Analysis — Whether Manual Overrides Improve Results
- Statistical Baselines — Moving Averages and Exponential Smoothing Comparisons
- Sensitivity and Scenario Tables — Ranges Around the Central Case
- Variance Root Cause Logs — Separating Timing, Volume and Price Misses

Day 5: Practising the Forecast Accuracy Scorecard and Model

- Driver Model Assembly — Applying Revenue and Cost Logic to a Case
- Linked Statement Build — Applying Working Capital and Cash Schedules
- Accuracy Back-Test — Applying Error Measures to Twelve Past Periods
- Range Presentation — Communicating Confidence Bands to Leadership
- Forecast Accuracy Scorecard and Model — Final Review and Handover

Applying Financial Forecasting Models After the Course

- Back-test the last twelve months of the team's revenue forecast and publish bias and error by business line.
- Rebuild one cost forecast on headcount and volume drivers and compare it with the current trend-based version.

Financial Forecasting Models Questions FAQ

What are financial forecasting models and why do they matter now?

Financial forecasting models are structured spreadsheets that project revenue, cost and cash from drivers. They matter now because markets move quickly and boards ask how reliable each forecast has been, so analysts must measure and explain error.

Which roles gain most from financial forecasting models training?

Analysts and FP&A staff who own monthly outlooks gain most. Treasury, commercial finance and cost accounting staff also benefit, because each relies on linked forecasts and needs to show stakeholders how accurate past numbers were.

How does a financial forecasting models course differ from a budgeting course?

It focuses on projecting and testing outcomes rather than setting annual targets. You work on drivers, linked statements and accuracy measures, while a budgeting course centres on allocation, approval and spending control.

What do you bring back from financial forecasting models training?

You bring back a working driver model linked across the three statements and a scorecard of forecast error. Both can be adapted to your own data and reused in the next reforecast cycle.

Financial Forecasting Models: The Way Forward

The Forecast Accuracy Scorecard and Model first informs how much weight leaders should place on next quarter's outlook. Analysts update it each cycle and reviewers use its bias figures to challenge assumptions. After its first use, revisit which forecast lines carry the largest error and whether their drivers need redesign, since that is where accuracy gains are usually found.