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COURSE BROCHURE

Financial Results Storytelling and Board Presentation Training Course

3 – 7 May 2027
Paris

Financial Results Storytelling and Board Presentation Training Course

Ref: 2012_74072 **Date:** 3 – 7 May 2027 **Location:** Paris **Fees:** 5900 GBP

Financial Results Storytelling and Board Presentation is a 1-week training course for accountants and finance analysts who turn month-end and quarter-end numbers into a board-ready results pack with a spoken briefing script. Boards and executive committees now expect finance to explain what moved, why it moved and what should happen next, in minutes rather than pages. Jupiter Prime Training runs this course for finance teams that present results to senior, non-finance readers.

Why Financial Results Storytelling and Board Presentation Matters Now

Three pressures shape how results reach the boardroom. Directors have less time for more dashboards, so a clear headline decides whether a paper is acted on. Operational leaders want finance as a business partner who links variances to drivers they control. A team that tells a clear story earns faster decisions; one that hides it in dense tables invites repeated questions and much slower approvals. The course draws on the Pyramid Principle, the Situation-Complication-Resolution SCR structure and established chart-selection guidance.

Who Gains Most from Financial Results Storytelling and Board Presentation

- Analysts who prepare monthly management accounts and variance commentary for senior leaders
- Accountants who assemble board papers and quarterly results packs
- Business partners who explain cost centre and division performance to operational heads
- Planning and forecasting staff who present budget and reforecast assumptions
- Treasury and investor support staff who brief executives on liquidity and funding results

A reporting team that sends preparers and reviewers together gains most, agreeing one house style.

Financial Results Storytelling and Board Presentation Capabilities

Participants convert variance tables into one argued message a director can repeat.

- Build a headline message from the key result drivers — the board's first decision
- Choose the chart type that fits each comparison — the reader's interpretation speed
- Write variance narratives that separate price, volume and mix — operational owners
- Structure a results deck with the Pyramid Principle — the chair's agenda time
- Communicate forecast uncertainty with ranges and scenarios — funding and investment calls
- Handle challenging executive questions with evidence and composure — the finance director's credibility

Key Financial Results Storytelling and Board Presentation Terms

- Headline message — the single sentence a board should remember, stating the result and its main cause.
- Pyramid Principle — a structure that leads with the answer, then groups supporting arguments beneath it.
- Variance bridge — a waterfall chart that walks from budget or prior period to actual result.
- Price-volume-mix analysis — a split of revenue or margin movement into the effects of selling price, quantity sold and product blend.
- Data-ink ratio — the share of a chart's ink that shows data rather than decoration.
- Executive summary slide — the opening slide that states conclusion, key figures and requested decision.

Financial Results Storytelling and Board Presentation Day by Day

Day 1: The Board's View of Financial Results

- Board Reading Habits and Attention Limits — Shaping Pack Length and Order
- Stakeholder Mapping for Directors and Executives — Tailoring Each Message to Its Reader
- Results Pack Audit Against Board Questions — Cutting Tables Nobody Uses
- Materiality Thresholds for Commentary — Deciding Which Movements Deserve Explanation
- Finance Business Partner Role in Results Meetings — Moving From Reporter to Adviser

Day 2: Finding the Story in the Numbers

- Driver Trees Linking Results to Operations — Locating the Real Cause of Change
- Price-Volume-Mix Decomposition — Explaining Revenue and Margin Movement Clearly
- Headline Message Drafting With SCR — Framing Situation, Complication and Resolution
- One-Off Items and Underlying Trends — Separating Noise From Performance Signals
- Forecast Ranges and Scenario Framing — Presenting Uncertainty Without Losing Confidence

Day 3: Charts and Visual Evidence

- Chart Selection by Comparison Type — Matching Trend, Ranking and Composition Questions
- Variance Bridges and Waterfall Charts — Walking Directors From Plan to Actual
- Data-Ink Ratio and Decluttering — Removing Noise That Hides the Message
- Colour and Highlight Conventions — Directing the Eye to the Key Figure
- Small Multiples for Divisional Performance — Comparing Units on One Page

Day 4: Slide Structure and Spoken Delivery

- Pyramid Principle Deck Architecture — Ordering Slides Around the Board's Decision
- Action Titles and Executive Summary Slides — Making Every Page Readable Alone
- Briefing Script and Timing Plan — Fitting the Story to the Agenda Slot
- Voice, Pace and Pausing Techniques — Holding Attention During Dense Figures
- Question Anticipation and Challenge Rehearsal — Responding to Sceptical Directors With Evidence

Day 5: Practising the Board-Ready Results Pack

- Driver Tree and Headline Rework on Live Figures — Testing Day Two Methods
- Chart Rebuild of an Existing Management Report — Applying Day Three Conventions
- Mock Board Session With Peer Directors — Rehearsing Day Four Delivery Under Pressure
- Peer Critique Using a Results Storytelling Scorecard — Agreeing One House Style
- Board-Ready Results Pack and Briefing Script — Completing the Finished Work Product

Applying Financial Results Storytelling and Board Presentation After the Course

- Rebuild the next monthly management report around a headline message, a variance bridge and action titles.
- Lead a short team session to agree chart and commentary conventions.

Financial Results Storytelling and Board Presentation Questions FAQ

What is financial results storytelling and board presentation, and why does it matter now?

It is the skill of turning financial results into a clear, evidence-based message for directors. It matters because directors act fastest on papers that state the result and its cause.

Which roles gain most from financial results storytelling and board presentation skills?

Analysts, accountants and business partners who prepare or present results gain most. It suits anyone writing variance commentary or board slides, in sectors such as retail and energy.

How does financial results storytelling and board presentation differ from a general presentation skills course?

It applies presentation methods to finance content, using variance bridges and results packs.

What do you bring back from financial results storytelling and board presentation training?

You bring back a reworked results pack with a briefing script, built on your own or sample figures. You also return with chart conventions your team can adopt.

Financial Results Storytelling and Board Presentation: The Way Forward

The board-ready results pack and briefing script first informs how the next quarterly results are presented to directors. Finance directors, analysts and business partners use it to agree the headline message before slides are built. After its first use, revisit how directors responded to the forecast ranges, then refine the driver tree accordingly.