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COURSE BROCHURE

What-If Budget Scenario Planning and Sensitivity Analysis Training Course

8 – 12 March 2027
Dar es Salaam

jupiterprime.uk

info@jupiterprime.uk

Registered in the United Kingdom and Saudi Arabia

What-If Budget Scenario Planning and Sensitivity Analysis Training Course

Ref: 2339_87501 **Date:** 8 – 12 March 2027 **Location:** Dar es Salaam **Fees:** 5300 GBP

What-If Budget Scenario Planning and Sensitivity Analysis is a 1-week training course for management accountants and planning analysts who must show leaders how the budget behaves when key assumptions move; it produces a what-if planning model with its reporting pack. Volatile demand, input costs and interest rates now make a single-number budget hard to defend. Jupiter Prime Training offers this course on what-if budget scenario planning and sensitivity analysis.

Why What-If Budget Scenario Planning and Sensitivity Analysis Matters Now

Three pressures shape what-if budget scenario planning and sensitivity analysis today: boards that ask for a downside case before approving spend; lenders who test covenant headroom under stress; and operating heads who want to know which assumption hurts most if it slips. An organisation that can show a base, upside and downside case within hours decides calmly; one that rebuilds the budget for every question loses credibility. The course rests on sensitivity tables, tornado charts, scenario case design and break-even testing.

Who Gains Most from What-If Budget Scenario Planning and Sensitivity Analysis

- Management accountants who maintain the budget model and answer leadership questions about changed assumptions
- Planning analysts who prepare base, upside and downside cases for funding and hiring decisions
- Commercial finance partners who test price, volume and margin assumptions with sales leads
- Treasury analysts who check cash and covenant headroom under stressed scenarios
- Reporting leads who write forecast commentary for monthly and quarterly packs

A planning and reporting function gains most when its accountants and analysts attend together, because one shared case structure ends competing versions of the downside.

What-If Budget Scenario Planning and Sensitivity Analysis Capabilities

Participants learn to turn single-point budgets into tested ranges that leaders can question and act on.

- Design base, upside and downside cases from a short list of material drivers — funding approval
- Build one-way and two-way sensitivity tables on profit and cash — pricing and cost decisions
- Calculate break-even volume and margin of safety for each case — capacity and hiring choices
- Test covenant and cash headroom under a stressed scenario — treasury and lender discussions
- Communicate scenario results through tornado charts and concise commentary — the leadership team
- Specify trigger points that move the organisation from one case to another — contingency actions

Key What-If Budget Scenario Planning and Sensitivity Analysis Terms

- What-if analysis — changing one or more budget inputs to see the effect on profit, cash or other results.
- Sensitivity table — a grid showing how a result changes as one or two inputs move across a set range.
- Tornado chart — a bar chart ranking inputs by how far each one swings the result between low and high values.
- Scenario case — a coherent set of assumptions, such as base, upside or downside, run through the same model.
- Break-even point — the volume or revenue at which total contribution exactly covers fixed costs.
- Trigger point — a pre-agreed level of a driver that signals a switch to a contingency plan.

What-If Budget Scenario Planning and Sensitivity Analysis Day by Day

Day 1: Uncertainty in the Budget

- Single-Point Budgets and Their Limits — Why Leaders Ask for Ranges
- Material Driver Selection — Which Assumptions Deserve Testing
- Base, Upside and Downside Case Logic — Coherent Assumption Sets
- Stakeholder Questions Mapping — Board, Lender and Operating Head Needs
- Case Naming and Version Control — One Trusted Scenario Library

Day 2: Building the What-If Model

- Input Sheet and Case Selector Design — Clean Separation of Assumptions
- Linked Profit, Balance Sheet and Cash Logic — Consistent Case Results
- Data Tables for One-Way Sensitivity — Profit Response to Price
- Two-Way Sensitivity Grids — Volume and Cost Interactions
- Model Checks and Error Flags — Reliability Before Reporting

Day 3: Measuring the Swing

- Tornado Charts — Ranking Drivers by Their Effect on Profit
- Break-Even and Margin of Safety — Capacity and Pricing Choices
- Covenant and Cash Headroom Stress Tests — Treasury Discussions
- Probability-Weighted Outcomes — Expected Value Across Cases
- Reverse Stress Testing — Conditions That Would Breach Limits

Day 4: From Scenarios to Decisions

- Trigger Points and Early Warning Indicators — Timing Contingency Actions
- Contingency Action Lists — Costs That Can Be Paused or Deferred
- Scenario Comparison Pages — Funding and Hiring Approvals
- Forecast Commentary Writing — Explaining Movement Between Cases
- Reporting Pack Layout — Monthly and Quarterly Leadership Packs

Day 5: Practising the What-If Planning Model

- Case Study Driver Selection — Applying Day 1 to a Retailer
- Sensitivity and Tornado Outputs — Applying Day 3 to a Hospital
- Trigger Point Set — Applying Day 4 to the Case Organisation
- Peer Challenge of Assumptions — Defending the Downside Case
- Completed What-If Planning Model and Pack — Ready for Leadership

Applying What-If Budget Scenario Planning and Sensitivity Analysis After the Course

- Rebuild the current budget's three most material drivers into a base, upside and downside case selector and present the tornado chart to the finance lead
- Agree trigger points for two volatile drivers with operating heads and add them to the next monthly reporting pack

What-If Budget Scenario Planning and Sensitivity Analysis Questions FAQ

What is what-if budget scenario planning and sensitivity analysis?

It is the practice of testing how profit and cash respond when budget assumptions change. It matters now because volatile costs and demand make single-number budgets hard to defend.

Who gains most from what-if budget scenario planning and sensitivity analysis?

Management accountants and planning analysts gain most, along with commercial finance partners, treasury analysts and reporting leads.

How does what-if budget scenario planning and sensitivity analysis differ from a forecasting course?

It focuses on testing ranges, swings and triggers around an agreed budget, rather than producing the forecast itself or improving statistical forecast accuracy.

What do you bring back from what-if budget scenario planning and sensitivity analysis training?

You bring back a what-if planning model for a case organisation, with case selector, sensitivity tables, tornado chart, trigger points and a commentary page.

What-If Budget Scenario Planning and Sensitivity Analysis: The Way Forward

The what-if planning model first informs the leadership decision on how much spend to commit before the downside is ruled out. Management accountants maintain it, planning analysts run the cases and operating heads own the triggers. After its first quarter in use, the choice of material drivers deserves revisiting, because actual swings show which assumptions mattered most.