FMP

FINANCIAL MANAGEMENT PROGRAMME

Bridging the Gap Between Professional Qualification and Commercial Leadership

PROGRAMME OVERVIEW AND CERTIFICATION

Includes Business Simulation In Each Module

This programme is based on our critical observations made over more than 20 years of teaching experience. We have identified what people actually need to know and understand to make wise business decisions. The five modules together create a level of confidence and competence that is a necessary requirement for both small business management, and for a career in the corporate world. It provides the practical insight that either confirms academic qualifications, or gives the theoretical underpin to years of experience.

Both the Company and the HR Practitioner will find in this Management Training Programme a way to build the confidence and competence of their management. At the same time, staff respond well to the three R's Responsibility, Recognition and Reward. By sending your existing and potential managers on this Programme over time, you are enabling them to shoulder more responsibility, showing that your recognize them and rewarding them with a qualification that can lead to further development within the company. Too often companies wait until the week before promoting someone before they start to provide the training the person needs to do the job. The new and unprepared manager does not have time for formal training, having just inherited new responsibilities he has to grapple with. So he simply falls into the bad habits of his predecessor.

Choosing to grow and develop your staff through this programme does not raise expectations that cannot be met, it trains managers who can meet the challenge when it is presented to them.

The programme focuses on the application of financial principles in real business situations and equips participants with the commercial insight required to operate confidently in management and leadership roles. It brings together the ability to turn financial statements into useful information, a solid understanding of how to develop and manage a budget, and the Excel skills most people overlook as an essential partner in both budgeting and financial management.

The material is designed as a structure for the Presenter to use to impart their knowledge to the delegates. Each course will be delivered to match the specific work environment of the audience. The practical work done in the workbooks in class is reviewed to ensure that it has been fully understood. Together with the delegate's own notes, it then forms a reference to review when specific applications arise.

COURSES IN RECOMMENDED SEQUENCE | DURATION | CREDITS

	COURSES IN RECOMMENDED SEQUENCE	DURATION	CREDITS
1	Finance for Non-Financial Managers Module 1	4 mornings	2
2	Budgeting and Cost Control	4 mornings	2
3	Financial Modelling in Excel Module 1	4 mornings	2
4	Finance for Non-Financial Managers Module 2	4 mornings	2
5	Financial Modelling in Excel Module 2	4 mornings	2
6	In-house customized courses by arrangement	depends	depends

WHO SHOULD ATTEND?

- Experienced business managers without formal training in finance
- Finance professionals transitioning into management roles
- Financial managers and analysts seeking stronger commercial skills
- Small to Medium sized Business Owners who want to increase their profit
- Professionals involved in business decision-making and performance management
- High-potential employees being prepared for leadership responsibilities

2026 PRICING

The cost of each module (per delegate) reduces with each successive module you undertake

Module	ZAR no VAT	USD $
First module	18 400	1 122.00
Second module	16 600	1 013.00
Third module	14 200	866.00
Fourth module	12 100	738.00
Fifth module	10 300	629.00

Payment is due on presentation of invoice in advance of the course or by Purchase Order with payment according to company pay norms.

COURSE CONTENT

A detailed brochure for each module is provided on the website www.jhbfin.com

PROGRAMME OBJECTIVES

- Interpret financial statements from a management perspective
- Understand the drivers of profitability, growth and shareholder value
- Analyse business performance using practical financial tools
- Evaluate investment and financing decisions
- Improve cash flow and working capital decision-making
- Communicate financial information more effectively to non-financial stakeholders
- Contribute confidently during management discussions and strategic planning processes
- Apply financial thinking to real business challenges
- Use Excel efficiently to construct models that will provide insight into financial decisions and assist in effective budgeting

INTEGRATED BUSINESS SIMULATION

A key feature of the programme is a four-round online business simulation that runs throughout the course with each module.

Participants work in teams to manage a growing business and make decisions affecting profitability, cash flow, investment, financing and business growth.

The simulation is introduced during the programme and participants are shown how the platform operates during a short orientation session.

Following each day's training, participants complete the next simulation round in their own time using the online platform.

Each subsequent training day begins with a facilitated review of team results, allowing participants to analyse the financial consequences of their decisions and compare their performance with other teams.

The simulation incorporates practical challenges relating to:

- Pricing and sales strategy
- Cost management
- Working capital control
- Financing decisions
- Business growth
- Investment opportunities
- Profitability improvement

The objective is not to test technical accounting knowledge but to develop commercial judgement, strategic thinking and business acumen within a realistic business environment.

CERTIFICATES

Successful completion of each module earns a **Certificate of Competence** provided the following criteria have been met

- Attend all sessions of a course
- complete the in-course online exercises

The full **Johannesburg School of Finance Financial Management Programme** certificate is awarded to delegates who have successfully completed the five prescribed modules. A record is kept of all certificates for later verification on request.

The programme does not have to be completed within a specific period. We recommend one week interval at least between modules to absorb the material. However, the modules and the order in which they are may be completed are not prescribed and may be adjusted to suit the candidate.

PRESENTATION

The courses are presented online via Teams over four successive days
Monday to Thursday 08h30 to 13h00
Courses start and end on time. This allows for urgent work to receive attention in the afternoons.
Dates of courses are by arrangement

Courses are presented with cameras on, and there is face to face contact with the presenter and all delegates throughout the course. A brief introduction and registration session is held on the Friday before the course starts. This clarifies expectations, ensures that the equipment is connected, and forms the relationship of the group.

CLASSROOM PRESENTATION

Classroom presentation for larger groups will be quoted on by arrangement.

MATERIAL

Delegates are provided with a soft copy of the workbook to print prior to the start of the course.

The Powerpoint slides are animated, and delegates receive their own copy to review as they choose.

REPORTS AND REVIEWS

A confidential review is held with each delegate at the end of the course and a brief report of the delegates participation and potential can be provided on request.