

## The Dark Art of Budgeting

### What is it?

This course explores budgeting in detail and provides a fascinating insight into typical beliefs and behaviours commonly associated with budgeting: why it's like that and how to transform it, in self and others.

We clearly demonstrate the significant impact of transforming the typical budgeting stand offs and internal battles to a collaborative approach where finance and non-finance work together to align the organisation around a compelling joined up finance story.

### Who is it for?

- Non Finance people wanting to demystify, build confidence and energy around budgeting
- Finance people seeking to transform budgeting in their organisations.

### Content Covered

- The Dark Art of Budgeting starts with a fascinating insight into the 'big picture' role of budgeting – who the stakeholders are and what budgeting really means to them.
- Through a series of practical hands-on exercises, we use our Gr8 Knickers case study to construct a budget through the art of story, first in words then in numbers. Along the way participants discover how finance techniques and expertise bring insight to the story; and all learn how to engage their business partners to create a compelling, joined up story that is owned by the whole organisation. We evaluate the resulting budgeted profit and loss and cashflow statements through the eyes of key stakeholders in the context of the organisation's vision. We show participants how to find imaginative and creative ways to enhance the budget story.

### Learning Outcomes

At the end of the session people will:

- Understand the true roles of budgeting and forecasting from all stakeholders' perspectives
- Know how budgets really get set and why, ultimately, delivering the budget is so important
- Understand how finance and non-finance can work together to create a joined up story
- Be able to analyse historic high level numbers to extract the story
- Identify the key levers that make a real difference to the future finance story
- Make key assumptions in words and then translate them into numbers
- Understand the differences between budgeting for cash and profit

### How it is delivered

#### With your organisation:

- One day 'off the shelf' course for up to 20 participants
- One day course tailored to your own organisation's budget process and finance story
- We highly recommend combining this course with Funky Finance as a two day course

#### With individuals:

- Two day open courses available – Funky Finance Day One and Dark Art of Budgeting Day Two - check our website for dates and locations
- Individual one to one mentoring – can be tailored to suit