

Essentials in 3 hours



VIRTUAL CLASSROOM

- **Three visuals: the trainer on video, the presentation, and a virtual paperboard**
- **Interactive quiz**
- **Maximum 6 participants**

WHO SHOULD ATTEND?

Anyone who wants to acquire the key principles of this financial topic

***Prerequisites:** these trainings require basic finance and controlling skills.*

***Equipment:** a computer with a good internet access, and a camera. The training booklets and the link to the virtual classroom are available one day prior to the training delivery date.*

INSTRUCTIONAL APPROACH AND LEARNING ASSESSMENT

- **During the session:** presentation of the main principles, practical implications and real-life illustrations drawn from recent publications. Numerous case studies and interactive quizzes ensure knowledge acquisition.
- **After the session:** the trainer is available to answer any follow-up questions participants may have.

**PRICE (EXCL. VAT)
FOR A 3-HOUR
TRAINING COURSE:**

660 €

■ ANALYSIS OF PROFIT VARIANCES BY ORIGIN (BRIDGE)

OBJECTIFS

- › Know the factors influencing variations in earnings
- › Know how to analyze variations in earnings versus the previous period (or versus forecasts) by origin of cause and responsibility, based on sales analysis.
- › Master calculations of the main variances and link them to operational levers
- › Know how to interpret this analysis and draw conclusions to improve performance.

DETAILED CONTENT

- › **Analyze net profit using both vertical and horizontal dimensions**
 - Segment net profit by product, distribution channel, or customer type
 - Breakdown net profit (gross margin, net margin, operating profit...)
 - Use basis points to compute margin evolution
- › **From variance measurement to variance analysis:** by root causes and origins of responsibility, in terms of volume, churn, price, mix, productivity, and other impacts (scope, forex, other non-current effects)
- › **Add visual impact to your presentations by using adequate graphs**
- › **Turn a variance into a forward-looking performance lever**

DATES: 09/02/24 - 14h-17h ■ 22/04/24 - 14h-17h ■ 05/06/24 - 14h-17h
04/09/24 - 14h-17h ■ 18/11/24 - 14h-17h