

BUSINESS CASE BASICS

Business Case Basics is designed to help you get projects “over the line”. Equally applicable to consultants and in-house energy managers, it covers the basics of putting together a compelling case to secure finance for projects and achieving that all too elusive green light for your proposal.

This one day workshop focuses on understanding how to present the financial benefits of a project. The workshop covers the drivers of financial decision making, different investment assessment tools – and how to use them properly, prioritising projects, adjusting for risk, dealing with the unquantifiables and presenting the business case.

The Benefits

This workshop will help you prepare better project propositions. It will grow your understanding of how your projects will be assessed, help you identify potential hurdles to your project receiving the green light and help you overcome them.

The workshop is an excellent personal development opportunity for consultants and in-house managers who need to put forward business cases to secure funding.



Energy Management
Association of New Zealand

EMANZ Training 2018

Pilot Workshop

**Take advantage of
discount pricing for
this pilot workshop**

**EMANZ Member
\$500 (+GST)**

**Non-Member
\$600 (+GST)**

**These prices are
valid for the pilot
only, so register now.**

ENERGY MANAGEMENT ASSOCIATION OF NEW ZEALAND

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COURSE CONTENT

The content of the one day workshop includes coverage of:

Session	Content
What drives financial decision making	Cashflow vs Profit, Cost of Capital, Mindset
Investment assessment tools	Payback, NPV, IRR
Understanding capital constraints	Ranking and Prioritisation
Adjusting for risk	Sensitivity and Scenario Analysis
Dealing with unquantifiables	How to deal with intangible benefits
Presenting the business case	What to include and what to leave out

The Trainer

Mike Hopkins has a PhD in entrepreneurial finance and is a former finance lecturer who spent 6 years teaching on undergraduate and MBA programmes in Australia. He has also assisted numerous companies prepare business plans to secure funding.

The course will be Excel based and participants will need to bring laptops for full participation.

LOCATION & DATE

Auckland

(Venue ***Butterfly Creek*** near Auckland Airport)

29 November 2018

Investment *(excludes GST)*

EMANZ Member

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Business Case Basics Workshop

\$500 pp

\$600 pp

For full course details and registration links click here

<http://www.emanz.org.nz/business-case-basics-workshop>