



# BUSINESS CASE WORKSHOP

The Business Case Workshop 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 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.

## Who will benefit most from this training?

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.

CEP

## Training 2020

### Attendee Feedback

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*"The course content was very useful and helpful, and it covered all the basics required to do a good Business Case. A lot was covered in one day, but it was very manageable"*

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*"The trainer delivered the course material well - applying a collaborative approach with the participants to encourage participation, while working at the group level of subject understanding."*

### CARBON AND ENERGY PROFESSIONALS NEW ZEALAND

Level 4, Hope Gibbons Building  
7-11 Dixon Street  
PO Box 11508, Manners Street  
Wellington 6142

04 385 2839

<https://cep.org.nz/>

# COURSE CONTENT

The content of the workshop includes coverage of:

Session 1	Content
What drives financial decision making	Cashflow vs Profit Cost of Capital, How decision makers think
Investment assessment tools	Payback, NPV, IRR
Understanding capital constraints	Ranking and Prioritisation
Session 2	Content
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.

*NB: The course will be Excel based and participants will need to use laptops for full participation.*

## Online

**Dates: 1 & 2 July 2020 (Wed & Thur)**

2 half day sessions from 9:00am-12:30pm approx.

Investment (NZD - excludes GST, priced per person)	CEP Member	Non member
<b>Business Case Workshop (2 half day session)</b>	\$450 pp*	\$550 pp*

\*COVID-19 Discount

**An additional 5% discount applies for multiple bookings from the same business for this workshop.**

**For full course details and registration please click the following link**

<https://cep.org.nz/details/business-case-workshop>

To discuss if this course is relevant for you, your organisation or a member of your staff, please contact the CEP Office on 04 385 2839 or by email [info@cep.org.nz](mailto:info@cep.org.nz).