



Business Case (Finance) Workshop “Live” Classroom Training

Overview

The Business Case (Finance) Workshop is tailored to help you successfully secure project approvals. Whether you are a consultant or an in-house energy manager, this workshop equips you with the skills to craft compelling business cases that secure funding and green light your proposals.

Designed to highlight the financial benefits of projects, the workshop covers:

- Key drivers of financial decision-making.
- Investment assessment tools and their proper application.
- Project prioritisation and risk adjustment.
- Handling intangible benefits and unquantifiable factors.
- Presenting persuasive business cases.

Who Should Attend?

This workshop is ideal for:

- Consultants and in-house managers tasked with securing funding for projects.
- Professionals seeking to enhance their understanding of project evaluation criteria and overcome approval hurdles.

By attending, you will:

- Develop stronger project propositions.
- Gain insights into how financial decisions are made.
- Identify potential challenges and learn strategies to address them.
- Enhance your professional development.

What Attendees Say

“Mike brings a wealth of experience, and it’s surprising more people haven’t taken this course. Incredibly valuable - I gained key insights into how decision-makers assess business cases.”

“Gives you an understanding of how to make sound financial decision making and how to use that to build sound investment decisions for projects.”



Course Content

Session	Content
What drives financial decision-making	Cashflow vs. Profit, Cost of Capital, Decision-maker perspectives
Investment assessment tools	Payback, NPV, IRR
Understanding capital constraints	Ranking and prioritisation
Adjusting for risk	Sensitivity and Scenario Analysis
Dealing with unquantifiables	Addressing intangible benefits
Presenting the business case	Key inclusions and omissions

Course Delivery Details

Date: 6th May 2026 (Wed)

Times: 9.00am–5:00pm (NZST) includes breaks

CPD: 6 hours (CEP framework)

Venue: “Live” Online

Q&A Session: A follow-up Q&A will be scheduled approximately two weeks after the workshop.

Trainer Profile

Dr Mike Hopkins is CEP’s CEO and holds a PhD in entrepreneurial finance and has six years of experience as a finance lecturer for undergraduate and MBA programs in Australia. He has also assisted numerous organisations in preparing business plans to secure funding.

Pricing

CEP Member: \$900+GST

Non-Member: \$1,000+GST

(NZD, per person)

When should you register?

- Seats are limited! We require a minimum of 6 participants (maximum 15) to confirm the course.
- Register ASAP to secure your place. If you need a letter of support for funding approval, please contact the [CEP Office](#) by email.
- Before registering, please review our [Refund Policy](#).

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