



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

## Course Delivery Details

**Date:** 6<sup>th</sup> 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/>

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