

BUDGETING IN ACTION

August 23 - 25, 2010
(9.00am - 5.00pm daily)

Course Goal

Equip participants with current practices in targeting and budgeting and apply them strategically.

Specific Objectives

Participants will be equipped to do the following:

- Design a budgetary model for motivating performance in all functions
- Equip participants with the tools for effective budgeting
- Provide methods for ensuring that the behavioural elements of targeting and budgeting are positively harnessed
- Equip participants with the ability to realistically budget for capacity and manpower requirements in a scientific manner

Course Content

- Key Issues in Strategic Budgeting
- Results Based Budgeting (a framework)
- Scenario Building and the Corporate Budgeting Guidelines
- Setting Targets for Superior Performance
- The Building Blocks of Successful Budgets (market & customer information, specifications, activities, structure, usages, prices, costs)
- Budget Administration (training, guidelines, real time contacts, information support, monitoring)
- Effective Performance Review Sessions
- IT and Budgeting Success

Who should Attend?

Specifically suited to:

- Managers
- Sales & Marketing Line Managers
- Business Support Line Managers
- Divisional Managers
- Heads of Strategy
- All Functional Heads

Facilitation Methods

These shall include:

- Experience Sharing
- Lectures
- Case Analysis & Video Presentations
- Role Plays
- Individual & Group Work
- Tests of Understanding

Course Fee

N90,000.00 per participant. Fee covers only course materials, facilitation, snacks/tea/coffee and lunch. (10% discount applies for 3 or more participants from the same sponsor).

Lead Faculty

Mr. Johnson Ikube (GMD - FNL Plc)
MBA, ACMA, ACA, MIMC, MCIM, MSM

Ikube presents over 32 years experience in the design & delivery of developmental programmes and executive coaching across Banking, Manufacturing, Oil & Gas and Consulting. A resource person for many institutions, his competence areas include: Culture Integration & Transformation, Financial Management, Organisational Change, Business Control, Human Capital Operations & Corporate Structuring. He will share outstanding top level and executive management experience & competence in corporate, business & personal success management.

Mrs. Folake Ojeikere (Associate Consultant)
MBA, ACA, ACIT

Folake is an experienced manager of people and business with over 18 years experience in Banking, Auditing and Telecommunications. She brings with her in-depth knowledge of Customer Care, Performance Management, Employee Development, Organisational Change, Cost Management, Strategic Thinking & New Business Management. Folake will share with you relevant experiences, skills and techniques leading to effective performance management practices and corporate success.

Course Coordinators

Abiola Adejumo
Client Care Executive
0805-380-2202

Abel Adoh
Head, Training
0702-870-3992

VENUE

FNL Executive Learning Centre
18, Commercial Avenue
Sabo-Yaba, Lagos.

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KPIs & PERFORMANCE SCORECARDS

Course Goal

To equip participant with the skills to set key performance indicators that align with performance to achieve business results.

Specific Objectives

Participants will be equipped to do the following:

- Understand the attributes of well designed KPIs
- Link KPIs to individual & organisational results
- Create and use outcome based key performance indicators
- Reorient KPIs as strategic drivers of performance management
- Launch KPI programmes

Course Content

- The Fundamentals of Performance Scorecards
- Key Performance Indicators (KPIs) and Individual Effectiveness
- Linking RIs, KRIs, PIs, and KPIs
- Characteristics of Effective KPIs
- Developing Winning KPIs
- Driving Performance with KPIs (implementation, measurement & reporting)
- Sustaining the Strategic Relevance of KPIs
- IT and KPIs

Who should Attend?

This programme is especially suited to:

- Heads of Performance Management
- HR Managers & Executives
- Heads of Strategy

Facilitation Methods

These shall include:

- Experience Sharing
- Lectures
- Case Analysis & Video Presentations
- Role Plays
- Individual & Group Work
- Tests of Understanding

Lead Faculty

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Mr. Ufuoma B. Obiomah (Associate Consultant)
MBA, M.A., B.A.

Ufuoma has over 16 years experience in Banking, Manufacturing and Consulting. His expert areas are Accounting, Branding, People Management, Training and Counselling. He brings strong critical skills in people engagement, networking and relationship management.

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