



PROFESSIONAL DEVELOPMENT FOR WOMEN

Commercial and Financial Acumen for Women Managers

3 day course

Classroom, online or in-house

Course overview

Managers are routinely excluded from commercial conversations not by intent but by assumption, and the assumption is hardest to overturn where somebody has never been asked to defend a number in front of a finance director. This programme builds that ability. Delegates work through how their organisation actually makes money, and where their own function sits in that chain. Reading the accounts is covered to the point of asking a useful question rather than accepting a summary. Building and defending a budget follows, including the request that will be cut and the one that will not. Business case writing is practised, covering the investment appraisal a finance function expects to see. Cost, price and margin are addressed. Negotiating for resource against competing claims is covered. Speaking confidently in a commercial meeting is practised throughout. The programme closes on the numbers a manager should be able to quote without notice.

What you will learn

- Explain how the organisation makes money and where your function sits
- Read the accounts well enough to ask a useful question
- Build and defend a budget under challenge
- Write a business case with the appraisal finance expects
- Work with cost, price and margin confidently
- Negotiate for resource against competing claims
- Speak in a commercial meeting and quote your numbers without notice

Who should attend

- Women managers in non financial functions
- Team leaders taking on budget responsibility
- Technical specialists moving into management
- Operations and support function managers
- Managers preparing for a senior commercial role

Course outline

- 01 Excluded by assumption
- 02 How the organisation makes money
- 03 Where your function sits in the chain
- 04 Reading the accounts usefully
- 05 Building and defending a budget
- 06 Business cases and investment appraisal
- 07 Cost, price and margin
- 08 Negotiating resource and speaking commercially

Upcoming dates



Dates	Venue	Format	Fee per delegate
12 to 14 October 2026	Addis Ababa, Ethiopia	Classroom	USD 995
7 to 9 December 2026	Online	Online	R6,500
4 to 6 January 2027	Kampala, Uganda	Classroom	USD 995
3 to 5 March 2027	Johannesburg, South Africa	Classroom	R14,950

Fees and how to register

This 3 day course is **R6,500** per delegate online, **R14,950** in the classroom in South Africa, Botswana, Namibia, Lesotho and Eswatini, and **USD 995** in the classroom elsewhere in Africa. In-house training is quotation on request. Book 2 or more delegates on this course and save 10%.

To register or request an in-house proposal, visit www.afrisciencegroup.com, email info@afriScience.co.za, or WhatsApp us on **+27 63 479 1136**.

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