



FINANCE AND TREASURY TRAINING

Feasibility Studies and Business Planning

5 day course

Classroom, online or in-house

Course overview

A feasibility study exists to determine whether a proposal should proceed, and one that was commissioned to justify a decision already taken is worth nothing. This course covers doing it properly. Delegates work through market assessment and demand estimation, technical feasibility, financial modelling and viability testing, risk assessment, and the structure of a study that a lender or investment committee will accept. Substantial attention goes to the discipline of a study that can conclude no, and to the assumptions that most often turn out to be wrong: demand, price and the time taken to reach full operation.

What you will learn

- Assess market demand and estimate it defensibly
- Evaluate technical feasibility and its constraints
- Build a financial model and test viability against it
- Identify and assess the risks that would change the conclusion
- Structure a study that a lender or committee will accept
- Preserve the ability of a study to conclude negatively
- Test the assumptions that most often prove wrong

Who should attend

- Project developers and sponsors
- Corporate finance and investment professionals
- Public sector project officials
- Engineers and technical staff supporting studies
- Development finance and lender staff

Course outline

- 01 What a feasibility study is for
- 02 Market assessment and demand estimation
- 03 Technical feasibility and constraints
- 04 Financial modelling and viability testing
- 05 Risk assessment and the factors that change the answer
- 06 Ramp up assumptions and why they fail
- 07 Structuring the study for a lender or committee
- 08 Preserving the ability to conclude no

Upcoming dates

Dates	Venue	Format	Fee per delegate
11 to 15 September 2026	Mbabane, Eswatini	Classroom	R11,995
13 to 17 September 2026	Dar es Salaam, Tanzania	Classroom	R11,995
26 to 30 September 2026	Pretoria, South Africa	Classroom	R11,995
17 to 21 October 2026	Victoria Falls, Zimbabwe	Classroom	R11,995



Fees and how to register

Online **from R6,500** per delegate, classroom **from R11,995** per delegate, 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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