



## 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 |
|--------------------------------|----------------------------|-----------|------------------|
| 28 September to 2 October 2026 | Johannesburg, South Africa | Classroom | R19,950          |
| 19 to 23 October 2026          | Accra, Ghana               | Classroom | USD 1,325        |
| 9 to 13 November 2026          | Cape Town, South Africa    | Classroom | R19,950          |
| 21 to 25 December 2026         | Harare, Zimbabwe           | Classroom | USD 1,325        |



## Fees and how to register

This 5 day course is **R8,500** per delegate online, **R19,950** in the classroom in South Africa, Botswana, Namibia, Lesotho and Eswatini, and **USD 1,325** 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](http://www.afrisciencegroup.com), email [info@afriscience.co.za](mailto:info@afriscience.co.za), or WhatsApp us on **+27 63 479 1136**.

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