MERCURY

Professional Management Accounting

26 – 30 April 2027
Lisbon (Portugal)



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Professional Management Accounting

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Introduction

This Professional Management Accounting course provides an understanding of the field and its role in modern organizations. It focuses on equipping participants with tools for financial analysis, planning, and internal decision support. It emphasizes interpreting cost structures and managerial reports to make better business decisions. Participants will develop skills in budgeting, forecasting, and performance evaluation using real organizational data. They will learn how management accounting supports strategic planning and operational efficiency. The program builds a strong foundation for applying financial insights to improve organizational performance.

Targeted Groups

This Professional Management Accounting training targets professionals seeking knowledge and skills:

- Finance officers working in corporate finance and reporting roles.
- Accountants are involved in cost and management accounting tasks.
- Budget analysts prepare financial plans and forecasts.
- Auditors reviewing internal financial performance systems.
- Business managers are responsible for financial decision-making.
- Project controllers handle cost tracking and control functions.
- Aspiring professionals entering management accounting roles.

Course Objectives

Participants will achieve the following objectives by completing the Professional Management Accounting course:

- Understand core principles of management accounting and financial control systems.
- Apply cost analysis techniques for effective organizational decision making.
- Develop budgeting and forecasting skills for financial planning accuracy.
- Analyze variance reports to identify financial performance gaps and risks.
- Interpret management reports to support strategic and operational decisions.
- Evaluate cost behavior for improved pricing and resource allocation.
- Strengthen financial analysis skills to monitor business performance better.
- Use accounting data to support long-term organizational growth strategies.

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Targeted Competencies

Participants will gain the following competencies during the Professional Management Accounting program:

- Ability to interpret financial and cost accounting reports effectively.
- Skill in preparing and managing organizational budgets and forecasts.
- Competence in analyzing cost behavior and operational efficiency data.
- Capability to perform variance analysis for performance improvement.
- Understanding of managerial decision-making using financial information.
- Ability to evaluate business performance using accounting indicators.
- Skill in supporting strategic planning through financial insights.

Studying Scenarios

In this Professional Management Accounting training, participants develop skills through the following scenarios:

- Analyzing cost structures in manufacturing and service organizations.
- Preparing budgets for departmental and organizational planning cycles.
- Evaluating financial variances between planned and actual performance results.
- Supporting management decisions using financial and operational reports.
- Assessing the profitability of products and business units in real cases.
- Identifying cost reduction opportunities in operational environments.
- Interpreting financial dashboards for executive decision support.

Course Content

Unit 1: Foundations of Management Accounting

- Introduction to management accounting principles and objectives.
- The difference between financial accounting and management accounting roles.
- Understanding cost concepts, classifications, and behavior patterns.
- Role of management accounting in business decision support systems.
- Overview of internal reporting structures and performance tracking.
- Importance of financial data in managerial planning processes.
- Introduction to cost control and organizational efficiency concepts.
- Relationship between accounting information and strategic planning.
- Key tools used in managerial accounting systems today.

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Unit 2: Cost Accounting and Cost Control Systems

- Fundamentals of cost accounting in business environments.
- Classification of direct and indirect costs in operations.
- Job order costing and process costing system applications.
- Activity-based costing for improved cost accuracy and control.
- Cost allocation methods for shared organizational resources.
- Techniques for controlling operational and production costs.
- Break-even analysis for pricing and profitability decisions.
- Standard costing systems and cost variance identification methods.
- Cost-reduction strategies to improve business efficiency.

Unit 3: Budgeting and Financial Planning

- Principles of budgeting in management accounting systems.
- Types of budgets, including operational and capital budgets.
- Budget preparation techniques for departments and projects.
- Forecasting methods for short-term and long-term planning.
- Flexible budgeting for dynamic business environments.
- Variance between planned budgets and actual performance.
- Role of budgeting in resource allocation and control.
- Cash flow forecasting for liquidity management decisions.
- Integration of budgeting with strategic business planning.

Unit 4: Performance Measurement and Variance Analysis

- Introduction to performance measurement frameworks in organizations.
- Key performance indicators for financial and operational tracking.
- Variance analysis techniques for cost and revenue evaluation.
- Identifying causes of budget deviations and performance gaps.
- Responsibility accounting and performance evaluation systems.
- Benchmarking performance against industry standards.
- Use of dashboards for real-time financial monitoring.
- Evaluating departmental efficiency using accounting metrics.
- Linking performance results with managerial decision-making.

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Unit 5: Managerial Decision Making and Financial Strategy

- Role of accounting information in strategic decision making.
- Short-term decision tools, such as make-or-buy analysis.
- Pricing decisions based on cost and market conditions.
- Profit planning and contribution margin analysis techniques.
- Capital investment evaluation using financial appraisal methods.
- Risk assessment in managerial financial decisions.
- Optimization of resource allocation for business efficiency.
- Use of financial models for scenario planning.
- Integration of management accounting in corporate strategy.

Final Insights & Key Takeaways

Professional Management Accounting strengthens the ability to interpret financial data for better business decisions. It builds essential skills in cost control, budgeting, and strategic financial planning.