MERCURY

Commercial Risk Management

21 – 25 December 2026
Johannesburg (South Africa)



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Commercial Risk Management

Ref: 121754_1045905 **Date:** 21 – 25 December 2026 **Location:** Johannesburg (South Africa) **Fees:** 5300 Euro

Introduction

The Commercial Risk Management course equips participants with the knowledge needed to identify, assess, and control risks affecting business performance and sustainability. It explores how organizations face financial, operational, and strategic uncertainties in dynamic commercial environments. It provides a clear understanding of how risk exposure impacts decision-making, profitability, and long-term stability. Participants will examine modern risk governance approaches used in leading organizations to strengthen resilience. The program emphasizes practical thinking in evaluating threats and opportunities within commercial operations. Learners will interpret risk factors and support informed business decisions using structured methodologies.

Targeted Groups

This Commercial Risk Management training targets professionals seeking knowledge and skills:

- Risk officers are responsible for monitoring organizational exposure.
- Business managers handle daily commercial operations and decisions.
- Finance professionals managing budgeting and financial risk control.
- Compliance specialists ensure regulatory compliance and accurate reporting.
- Project managers oversee complex operational and strategic initiatives.
- Internal auditors evaluate control systems and governance structures.
- Entrepreneurs seeking to reduce business uncertainty and improve stability.

Course Objectives

Participants will achieve the following objectives by completing the Commercial Risk Management course:

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- Understand core principles of commercial risk management and enterprise risk management frameworks and their organizational applications.
- Identify financial, operational, and compliance-related risks that impact business continuity and strategic performance outcomes.
- Analyze risk exposure using structured risk assessment and analysis techniques to support informed decision-making.
- Evaluate risk governance models and internal control systems that strengthen organizational resilience and accountability structures.
- Apply risk mitigation strategies and risk control techniques to reduce uncertainty and improve operational efficiency.
- Develop the ability to interpret risk indicators and implement proactive business risk mitigation approaches in real scenarios.
- Strengthen strategic thinking for managing uncertainty in dynamic commercial and competitive environments.

Targeted Competencies

Participants will gain the following competencies during the Commercial Risk Management program:

- Conduct structured risk identification across commercial, financial, and operational areas.
- Apply risk assessment tools to measure probability, impact, and severity.
- Design risk mitigation plans aligned with organizational goals.
- Interpret compliance requirements within risk governance frameworks.
- Analyze enterprise risk exposure and suggest control actions.
- Develop risk-reporting systems to support clear decision-making.
- Apply strategic risk thinking to improve resilience and reduce uncertainty.

Studying Scenarios

In this Commercial Risk Management training, participants develop skills through the following scenarios:

- Realistic business cases analyzing financial instability and identifying effective risk control strategies to maintain organizational sustainability.
- Operational disruption simulations require evaluating internal processes and developing corrective risk mitigation responses.
- Compliance breach scenarios focusing on regulatory gaps and designing governance improvements to reduce legal exposure.
- Market volatility case studies that assess the impact on commercial risk and apply structured decision-making techniques to ensure stability.

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Course Content

Unit 1: Foundations of Commercial Risk Management

- Core concepts of commercial risk management and its role in business stability.
- Enterprise risk management frameworks and integration of risk dimensions.
- Key risk types: financial, operational, market, and compliance risks.
- Principles of risk governance and leadership accountability structures.
- Risk management lifecycle: identification, assessment, control, monitoring.
- Influence of risk culture on organizational decision quality.

Unit 2: Risk Identification and Classification Techniques

- Identification of risks across departments, supply chains, and finance systems.
- Risk classification using probability, impact, and functional relevance.
- Early warning indicators for operational and financial disruption.
- Mapping internal and external risk sources in commercial environments.
- Building and maintaining structured risk registers.
- Stakeholder involvement in risk identification and collaboration processes.

Unit 3: Risk Assessment and Risk Analysis

- Qualitative and quantitative methods for risk evaluation.
- Measuring risk probability and impact using scoring models.
- Financial risk analysis: cash flow, credit, and investment exposure.
- Scenario planning and forecasting for uncertain environments.
- Risk matrices and heat maps for prioritization.
- Data-driven decision-making using risk analysis outputs.

Unit 4: Risk Mitigation and Control Strategies

- Designing risk mitigation aligned with business objectives.
- Implementation of internal controls for risk prevention and response.
- Business continuity planning for disruption scenarios.
- Risk transfer methods, including insurance and outsourcing.
- Strengthening operational resilience through process improvement.
- Monitoring effectiveness using KPIs and audit systems.

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Unit 5: Risk Governance and Strategic ERM

- Risk governance structures and accountability frameworks.
- Integration of ERM into corporate strategy and planning.
- Risk reporting systems for executive and compliance needs.
- Compliance risk management and regulatory alignment.
- Risk-informed strategic decision-making using business intelligence.
- Development of a proactive organizational risk culture.

Final Insights & Key Takeaways

Commercial Risk Management strengthens organizations' ability to anticipate uncertainties and respond with structured, strategic actions. Mastering risk identification, assessment, and control enhances business resilience and supports sustainable long-term growth in competitive markets.