MERCURY

Performance Management & Financial Control

23 – 27 November 2026
Rome (Italy)



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Ref: 121820_1080343 **Date:** 23 – 27 November 2026 **Location:** Rome (Italy) **Fees:** 6200 Euro

Introduction

The Performance Management & Financial Control course provides an understanding of how organizations measure performance, control financial activities, and improve business outcomes. It explores the relationship between strategic objectives, performance evaluation systems, budgeting processes, and financial decision-making. Participants will learn how effective performance management frameworks support operational efficiency, accountability, and sustainable organizational growth. The program examines financial control techniques, performance measurement tools, and reporting practices that help leaders monitor progress and manage resources effectively. It highlights the role of financial analysis, key performance indicators, and management reporting in achieving organizational goals. Participants will develop the ability to understand and apply performance and financial control concepts in modern business environments.

Targeted Groups

This Performance Management & Financial Control training targets professionals seeking knowledge and skills:

- Finance managers are improving financial control practices.
- Business leaders are enhancing performance management systems.
- Accountants developing financial monitoring skills.
- Department heads manage organizational performance.
- Analysts are evaluating financial and operational results.
- Managers are improving budgeting and reporting processes.
- Professionals seeking strategic financial decision-making knowledge.

Course Objectives

Participants will achieve the following objectives by completing the Performance Management & Financial Control course:

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- Understand the principles of performance management and financial control systems.
- Identify methods for effectively measuring organizational performance.
- Analyze financial data to support better management decisions.
- Develop knowledge of budgeting, forecasting, and financial monitoring techniques.
- Apply key performance indicators to evaluate business achievements.
- Recognize the relationship between financial controls and strategic objectives.
- Improve skills in management reporting and performance evaluation.
- Understand cost-control approaches to improve operational efficiency.
- Evaluate financial risks affecting organizational performance.
- Explore methods for aligning business goals with financial strategies.
- Interpret financial reports to identify improvement opportunities.
- Strengthen decision-making abilities through performance analysis.
- Build knowledge of continuous improvement and accountability practices.

Targeted Competencies

Participants will gain the following competencies during the Performance Management & Financial Control program:

- Understanding performance measurement frameworks and financial control principles.
- Evaluating organizational results using effective performance indicators.
- Analyzing financial reports for management decision support.
- Applying budgeting and forecasting concepts in business environments.
- Improving resource allocation through financial analysis techniques.
- Developing skills in performance monitoring and reporting.
- Recognizing financial control challenges and improvement opportunities.
- Supporting strategic planning through accurate performance evaluation.

Studying Scenarios

In this Performance Management & Financial Control training, participants develop skills through the following scenarios:

- Reviewing organizational performance reports to identify improvement areas.
- Analyzing budget variances and financial control challenges.
- Evaluating KPI results for strategic decision-making.
- Studying financial reporting processes for management effectiveness.
- Examining cost control cases to improve resource utilization.
- Assessing performance gaps through structured evaluation approaches.

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Course Content

Unit 1: Fundamentals of Performance Management and Financial Control

- Understanding the concept and importance of performance management in organizations.
- Exploring the role of financial control in achieving business objectives.
- Examining the connection between strategic planning and performance outcomes.
- Identifying the principles of effective performance measurement systems.
- Understanding how financial control supports operational efficiency.
- Exploring organizational accountability and responsibility structures.
- Reviewing the importance of performance culture in modern organizations.

Unit 2: Performance Measurement Systems and Key Performance Indicators

- Understanding key performance indicators and their role in business success.
- Exploring methods for developing effective performance measurement frameworks.
- Identifying financial and non-financial indicators for organizational evaluation.
- Examining balanced performance measurement approaches for strategic alignment.
- Understanding how KPIs support management decision-making processes.
- Evaluating performance results through structured analysis methods.
- Exploring techniques for improving performance tracking and reporting accuracy.

Unit 3: Financial Control Systems and Management Reporting

- Understanding the fundamentals of financial control systems and processes.
- Exploring financial monitoring techniques for organizational stability.
- Examining budgeting control methods and financial planning approaches.
- Understanding variance analysis and its importance in financial management.
- Reviewing management reporting practices for effective communication.
- Exploring financial performance analysis for business improvement.
- Identifying methods for strengthening internal financial controls.
- Understanding the relationship between financial governance and control effectiveness.

Unit 4: Budget Management, Cost Control, and Financial Decision-Making

- Understanding the role of budgeting in performance improvement.
- Exploring cost management strategies for operational effectiveness.
- Examining cost control techniques to improve financial efficiency.
- Understanding forecasting methods for better business planning.
- Evaluating financial information to support strategic decisions.
- Exploring approaches for optimizing resource allocation.
- Understanding the impact of financial discipline on organizational performance.
- Reviewing methods for controlling expenses and improving profitability.

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Unit 5: Strategic Performance Improvement and Financial Optimization

- Understanding approaches for integrating performance management with business strategy.
- Exploring continuous improvement methods for organizational growth.
- Examining financial optimization techniques for sustainable performance.
- Understanding risk management approaches within financial control systems.
- Evaluating performance improvement plans based on organizational priorities.
- Exploring advanced management reporting practices for executives.
- Understanding the role of leadership in improving financial performance.
- Reviewing methods for creating long-term value through effective controls.

Final Insights & Key Takeaways

The course provides essential knowledge for improving organizational performance through effective measurement, financial analysis, and strategic control practices. Participants gain a strong foundation for applying performance evaluation methods and financial management techniques to support better decisions and sustainable business growth.