MERCURY

Strategic Corporate Tax Planning & Optimization Skills

14 – 18 December 2026
Vienna (Austria)



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Introduction

Strategic corporate tax planning is a vital discipline that helps organizations manage tax obligations in a structured, compliant, and cost-efficient manner. This Strategic Corporate Tax Planning & Optimization Skills course provides a clear understanding of how tax decisions connect with business strategy, profitability, and long-term sustainability. Participants examine how corporate tax planning supports stronger cash flow, better resource allocation, and more informed executive decisions. The program highlights the importance of balancing tax efficiency with legal compliance, governance, and risk control. It explains how tax strategy influences daily operations, investment choices, entity structure, and cross-border activity. Participants will be able to think more critically about tax optimization and apply practical reasoning to real corporate situations.

Targeted Groups

This Strategic Corporate Tax Planning & Optimization Skills training targets professionals seeking knowledge and skills:

- Corporate finance managers.
- Tax and accounting specialists.
- Financial planning professionals.
- Compliance and risk officers.
- Business controllers and analysts.
- Senior executives and decision-makers.
- Consultants supporting tax strategy.

Course Objectives

Participants will achieve the following objectives by completing the Strategic Corporate Tax Planning & Optimization Skills course:

- Understand the role of tax planning in corporate performance.
- Identify key tax optimization opportunities within business operations.
- Distinguish between compliant tax strategy and avoidable tax risk.
- Analyze the effect of structure, timing, and transactions on tax outcomes.
- Apply strategic thinking to corporate tax decisions.
- Recognize common tax planning errors and control weaknesses.
- Evaluate tax implications across business functions and reporting cycles.
- Strengthen judgment in support of lawful, efficient tax management.

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Targeted Competencies

Participants will gain the following competencies during the Strategic Corporate Tax Planning & Optimization Skills program:

- Strategic tax analysis.
- Tax efficiency evaluation.
- Compliance awareness.
- Risk identification.
- Planning discipline.
- Financial interpretation.
- Decision support.
- Governance thinking.

Studying Scenarios

In this Strategic Corporate Tax Planning & Optimization Skills training, participants develop skills through the following scenarios:

- Reviewing a company structure to improve tax efficiency.
- Assessing the tax effect of expansion or restructuring.
- Comparing timing options for deductible business expenses.
- Evaluating transfer pricing issues in group transactions.
- Identifying tax risks in contracts, payments, and reporting.

Course Content

Unit 1: Foundations of Strategic Corporate Tax Planning

- The meaning of corporate tax planning and its role in business strategy.
- The relationship between tax efficiency, compliance, and financial control.
- How tax planning supports profitability without weakening governance.
- The difference between tax optimization, tax avoidance, and tax risk.
- Impact of corporate tax decisions on cash flow and reported results.
- The need for a structured tax mindset across finance and leadership teams.

Unit 2: Business Structure, Tax Position, and Strategic Decision-Making

- How legal structure influences tax exposure, reporting, and flexibility.
- The tax implications of subsidiaries, branches, holding entities, and joint ventures.
- How ownership design can affect taxable results and control responsibilities.
- The importance of aligning business models with long-term tax planning goals.
- How strategic decisions on expansion, investment, and restructuring shape the tax base.
- The role of management judgment in choosing efficient and compliant structures.

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Unit 3: Tax Optimization Techniques in Corporate Operations

- The use of timing strategies to manage income recognition and deductible costs.
- How depreciation, amortization, and capital spending affect tax outcomes.
- The role of allowances, credits, incentives, and approved deductions.
- How operating choices influence taxable profit and cash preservation.
- The value of reviewing procurement, payroll, and expense classification from a tax perspective.
- How recurring operational decisions can create either savings or unnecessary exposure.

Unit 4: Compliance, Governance, and Tax Risk Control

- The importance of maintaining accurate tax records and reliable supporting documentation.
- How weak controls can lead to penalties, disputes, and reputational damage.
- The connection between tax compliance, internal governance, and financial integrity.
- How to identify control gaps in approvals, reporting, and reconciliation processes.
- The need to monitor changing rules that affect corporate tax obligations.
- How disciplined oversight protects the organization while supporting efficient planning.

Unit 5: Advanced Strategic Topics in Corporate Tax Planning

- The tax considerations of intercompany transactions and transfer pricing arrangements.
- How cross-border business activity complicates taxation and reporting.
- The effect of financing decisions on taxable income and deductibility.
- How mergers, acquisitions, and reorganizations reshape tax outcomes.
- The role of scenario analysis in testing different tax strategy options.
- How executives use tax insight to support growth, resilience, and long-term value.

Final Insights & Key Takeaways

Strategic corporate tax planning is most effective when it is treated as a business capability rather than a narrow compliance task. Strong tax optimization depends on disciplined analysis, sound governance, and decisions that support both efficiency and long-term corporate stability.