BPP
LYCEUM EDUCATION GROUP

Financial Decision Making for Better Results

24-25 November 2026
450 € + TVA

About the course

In an increasing competitive and volatile business environment, managers and professionals need to make fast, data-driven decisions that balance cost, profitability, and risk. This course provides a comprehensive and practical toolkit for understanding cost structures, analysing cost–volume–profit dynamics, identifying limiting factors, setting optimal prices, and making short-term strategic decisions with confidence.

Participants will learn how to apply proven analytical techniques to real-world scenarios, assess risk and uncertainty, and generate insights that directly improve profitability and operational effectiveness. The course bridges financial analysis with managerial decision-making, making complex concepts accessible and applicable across industries.

Agenda

1. **Introduction to costing**
    - Production vs. non-production
    - Direct vs. indirect
    - Fixed, stepped, variable, semi-variable
2. **Cost volume profit analysis**
    - Introduction to contribution
    - Single product and Multi product break-even point
3. **Limiting factors analysis**
    - Single constraint
    - Linear programming for multiple constraints
    - Shadow price, slack/surplus
4. **Pricing decisions**
    - Price elasticity of demand
    - Optimal pricing
    - Traditional and modern pricing strategies
5. **Short term decision making**
    - Relevant costs
    - Types of decisions:
        - Accept/Reject proposals
        - Make or buy/outsourcing
        - Shutdown
6. **Risk and uncertainty in decision making**
    - Risk vs uncertainty
    - Risk techniques
        - Expected values and joint probabilities
        - Risk based decisions: Maximax, Maximin, Minimax
        - Decision trees
        - Value of perfect information

- Uncertainty techniques
    - Payback period
    - Sensitivity analysis
    - Simulation

Presenter

Dorina Badea, FCCA

Dorina Badea, is an ACCA member and joined BPP in 2007 as Senior Training Consultant, working closely with BPP clients to develop effective training strategies that would add value to their business. Since 2010 Dorina took over the role of Managing Director of BPP Romania, continuing to successfully develop and deliver training programs for both international qualifications as well as for open and tailored courses covering areas such as financial management, management accounting and performance management, measurement and control. Due to her more than 20 years of professional experience in multinational companies, Dorina is in the best position to understand the financial and business climate in Romania thus being able to provide relevant recommendations regarding the suitable training programs from BPP's portfolio and adapting them according to the industry, needs and requirements of BPP's business partners.

Location: BPP Romania, 57, Dr. Nicolae D. Staicovici Street, 2nd floor, District 5, Bucharest
The course will also be streamed live online via Teams for those who are unable to attend in person.
Schedule: 09:00 - 16:30
Language of training: Romanian
Language of materials: English / Romanian