

An Intensive **3**-day Training Course

The Accountant as a Strategic Business Partner

Leveraging Financial Insight for Competitive Advantage and Sustainability



CLASSROOM DATES

Date	Venue	Fee	CPD Points
23-25 Jul 2025	Sandton	R 8,999	3

VIEW COURSE AND REGISTER

INTRODUCTION

This highly participative The Accountant as a Strategic Business Partner training course is designed to elevate accountants from traditional roles to strategic leaders. The training course highlights how financial and management accounting intersect to drive organizational strategy, foster competitive advantage, and advance sustainability goals. By the end of the training course, participants will gain the confidence to contribute directly to high-level decision-making and influence their company's long-term success.

TRAINING OBJECTIVES

This Accountant as a Strategic Business Partner training course aims to enable participants to achieve the following objectives:

- Position accounting as a driver of business strategy.
- Use financial reporting as a tool for competitive advantage.
- Apply management accounting frameworks to guide decision-making.
- Integrate sustainability and ESG (Environmental, Social, Governance) metrics into reporting.
- Develop KPIs and dashboards that track strategic performance.

WHO SHOULD ATTEND?

This Luthando Skills training course is designed specifically for:

- Senior Accountants

- Financial Controllers
- Management Accountants
- Finance Directors and CFOs
- Business Analysts and Strategy Consultants

TRAINING METHODOLOGY

The Accountant as a Strategic Business Partner training course will adopt an active learning methodology, combining presentations with interactive practical exercises, supported by case studies, role plays, and group discussions. To this end, delegates will be encouraged to participate actively in applying the principles of strategic accounting to the particular needs of their workplace.

TRAINING SUMMARY

This training course in Accountant as a Strategic Business Partner covers essential skills such as strategic thinking, leveraging financial data for competitive advantage, and integrating sustainability into accounting practices. Participants will gain insights into transforming financial reports into actionable strategies, embedding ESG metrics, and leading sustainability initiatives. This training course by Luthando Skills also provides opportunities for problem-solving through real-world simulations and case studies.

TRAINING OUTLINE

Day 1: The Accountant as a Strategic Business

Partner

Theme: Shaping the Accountant's Role in Organizational Strategy

- Keynote: "From Traditional Accountant to Strategic Leader"
 - Lecture: "The Accountant's Seat at the Table – Why It Matters"
 - Case Study: Strategic Accountants in Action
 - Workshop: Aligning Financial Goals with Business Strategy
 - Interactive Group Activity: Role-Playing a CFO in a Strategic Meeting
 - Reflection and Q&A: What Strategic Leadership Means for Accountants
- Key Takeaway: Accountants are central to shaping business strategy through their unique insights.

Using Financial Reports to Drive Strategic

Decisions

Theme: Transforming Financial Data into Actionable Strategy

- Lecture: "Financial Reports as Strategic Tools"
 - Topic: Analyzing Key Financial Statements for Strategic Insights
 - Case Study: Turning Financial Reports into Growth Roadmaps
 - Hands-On Workshop: Crafting Executive-Ready Financial Reports
 - Group Activity: Linking KPIs to Financial Reporting
 - Feedback Session: Reviewing and Refining Financial Narratives
- Key Takeaway: Strategic accountants translate financial reports into decision-making blueprints.

Day 2: Management Accounting for Competitive

Advantage

Theme: Building Cost Structures and Performance Metrics for Strategic Growth

- Lecture: "Costing for Competitive Advantage"
 - Topic: Advanced Costing Models (ABC, Target Costing, Lean Accounting)
 - Interactive Analysis: Cost-Value Mapping
 - Workshop: Designing Dashboards for Performance Management
 - Simulation: Creating KPIs Aligned with Strategic Goals
 - Group Exercise: Strategic Budgeting and Forecasting
- Key Takeaway: Management accounting practices drive operational excellence and strategic growth.

Day 3: Problem-Solving and Real-World

Application

Theme: Applying Strategic Accounting to Solve Business Challenges

- Problem-Based Learning: Tackling Real Organizational Challenges
 - Group Brainstorm: Collaborative Problem Solving
 - Presentation of Solutions: Pitching to the Board
 - Feedback and Peer Review
 - Closing Lecture: "The Future Accountant – AI, Big Data, and Digital Finance"
- Key Takeaway: Participants walk away with practical solutions and a roadmap for strategic impact.

Integrating Sustainability into Strategic

Accounting

Theme: Embedding ESG (Environmental, Social, Governance) for Long-Term Success

- Panel Discussion: "Sustainability as a Driver of Financial Performance"
 - Lecture: "Building ESG Metrics into Financial Reports"
 - Case Study: Organizations Leading in ESG Integration
 - Workshop: Developing a Sustainability Reporting Framework
 - Interactive Group Exercise: Translating ESG Data into Financial Impact
 - Q&A and Reflection: How ESG Elevates Competitive Positioning
- Key Takeaway: Strategic accountants play a critical role in embedding sustainability into company performance.