

# CERTIFIED FINANCE BUSINESS PARTNER™ (CFBP™)

Creating Finance Teams That  
Shape Decisions, Not Just  
Deliver Data

 **8-12**  
JUNE, 2026

#### COURSE FEES:

  **ZAR 52,000.00**  
 **MWK 7,124,000**  
VAT EXCLUSIVE

#### VENUE:

**SANDTON LODGE HOTEL**  
Corner 12th Avenue and River Road  
RIVONIA (Edenburg on GPS)  
Johannesburg, South Africa

Get  
Certified!

#### PRICES INCLUDE:

Training Materials  
Meals and Refreshments During the Day  
Airport Pickup and Drop-Off  
Hotel Pickup and Drop-Off  
Delegate Tablet  
½ Day Tour to Tourist Attraction Sites

#### FEES EXCLUDE

Dinner

#### ACCOMMODATION:

Full Board  
ZAR2,800.00 Per Night in ZAR  
MWK392,000.00 Per Night in MWK  
VAT Exclusive

## CONTACTS

RSA: +27 76 781 6333 | +27 11 822 1494  
Email: [training@palgnet.com](mailto:training@palgnet.com)  
Web: [www.palgnet.com](http://www.palgnet.com)



SOUTH AFRICA



# CERTIFIED FINANCE BUSINESS PARTNER™ (CFBP™)

**Creating Finance Teams That Shape Decisions,  
Not Just Deliver Data**

Financial business needs are gradually evolving. Back-office functions have become automated and a different role, that of the finance business partner, has emerged. The finance business partner plays a key strategic role in a business and has the opportunity to become a trusted business advisor. This role requires a unique set of skills different from the traditional finance back-office function.

As a finance business partner, you will be expected to be strategic, focusing on the value of the information you provide, and extracting and correlating financial figures to help your business make relevant decisions, which are closely aligned with your strategic outcomes. You will need credibility and influence within the management team to be articulate and proactive in your approach and, most importantly, to have a thorough understanding of where your business can create value.

Many organisations have capable finance teams that produce accurate reporting and sound analysis. Despite this, important decisions are often made without finance involvement until late in the process. Projects are approved before a financial review occurs. Operational teams move forward and finance reviews the outcome afterwards. This is rarely a technical capability issue because most finance teams understand numbers expertly. The challenge is how finance interacts with the business and how its expertise is communicated and used.

This course analyses the finance business partner role, and how you can develop your skills to become a trusted advisor to take on this strategic role in your or your clients' businesses. The program focuses on improving how finance communicates, collaborates and participates in business discussions so financial insight is actually used.

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# COURSE OBJECTIVES:

- Understand the role of the finance business partner and how it differs from traditional transactional and management accounting
- Become a core part of management decision-making, using financial information to influence and shape outcomes
- Help your business interpret the internal and external environment through good information sources so that both financial and strategic targets can be achieved
- Identify and overcome the challenges involved with the finance function and finance business partnering
- Understand how best to implement a successful finance business partner approach that results in an effective and respected finance business partner role

We are usually engaged when leadership recognises that finance is working hard but not having the level of influence expected. Common situations include:

- Finance joins discussions late in projects or planning
- Operational leaders do not actively seek finance input
- Reports are produced but actions do not follow
- Finance professionals hesitate to challenge decisions and are reactive rather than proactive
- Finance is viewed primarily as reporting or compliance

The CFBP program is designed to address this gap and help finance teams contribute more effectively to decision making across the organisation. Sessions are practical and based on real workplace situations. Participants apply techniques immediately within meetings, planning discussions and stakeholder conversations. The intention is not to change reporting processes. It is to change how finance contributes to decisions.

## WHO SHOULD ATTEND?

- CFOs and Finance Directors developing their teams
- Financial Planning and Analysis (FP&A) and commercial finance functions
- Finance Managers, Controllers and Analysts (even internal audit and AR/AP) who work or aspire to work more closely with non finance colleagues
- Organisations building a more commercially focused finance capability
- Finance teams transitioning beyond reporting roles
- Finance teams who have begun leveraging AI but are still not seeing the impact of their work across the organisation

# COURSE MODULES

- The finance business partner role
- Current perceptions of finance
- Aligning FBP with business
- Skills for success

The above modules focus on the 5 practical areas finance professionals need to excel at to be a great finance business partner

## Quality:

The quality of the data and information at your disposal determines how effective you will be. But it must be balanced and can not be done at the expense of speed.

- Move from a world of data and reporting to a world of insights, solutions and getting action
- Manage time more effectively to work on the things that matter
- Develop methods to ensure you have credibility with the rest of the organisation and gain the confidence to operate in the commercial space

## Understanding:

A great finance business partner deeply understands the commercial operations of the organisation, their role in it and how the people in it operate.

- Develop techniques to increase your commercial acumen within the organisation
- Practice using different communication styles and adapt to your audience
- Understand how your behaviour influences how others perceive finance

## Insights:

Providing insights to the organisation, storytelling and strong presentaiton skills helps a finance business partner communicate their perspective effectively.

- Convert data into clear business insights that are actionable
- Crafting compelling and emotionally appealing storytelling and narrative
- Present with confidence in any situation whether you enjoy it or not.

## Ethos:

Apply a mindset and approach to work that differs from the traditional finance professional and centres on customer service principles.

- Improve communication through persuasive techniques and develop executive presence within your organisation
- Develop curiosity and questioning techniques that allow information to flow naturally
- Operate in a world of complexity and ambiguity and move away from a yes/no mindset

## Trust:

Strong relationships is where influence begins, especially when you don't have formal authority. Strong relationships help conversations move faster, ideas land more easily, and collaboration happen with less friction.

- Develop strong relationships that help build trust and influence internally
- Identify a process for influencing stakeholders when you don't have authority
- Navigate conflict, manage objections and challenge without being abrasive.

## EXPECTED OUTCOMES

After implementation, organisations commonly report:

- Earlier involvement of finance in planning and projects
- More productive management discussions
- Operational teams proactively seeking finance input
- Clearer presentation of financial information
- Increased confidence and engagement within the finance team

The change is behavioural rather than technical. Finance becomes more integrated into how the organisation operates.

## PROGRAM FEATURES:

- Format: Live virtual or in-person delivery
- Duration: 5 days, 6 hours/day
- Materials: CFBP Manual, Toolkits, Templates, Case Studies
- Faculty: Finance experts and strategists

Final certification exam – exam can be taken on last day of the training or at your own scheduled time.



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## HOW THE COURSE IS BUILT

We develop our Professional Training and Certification Programs according to Global Technical Competency Standards. Global technical competency standards refer to a set of internationally recognized benchmarks for the knowledge, skills, and abilities required to perform efficiently & effectively in technical fields. These standards are often used to assess and develop workforce capabilities, promote consistency in training and education, and facilitate international collaboration.

## WHAT ARE COMPETENCY STANDARDS?

- **Definition:** Competency standards are benchmarks that define the required knowledge, skills, and abilities for a specific job role or function.
- **Purpose:** They provide a framework for assessing competence, developing training programs, and ensuring individuals possess the necessary skills for effective performance.

## GLOBAL COMPETENCY FRAMEWORKS

These frameworks provide a broader perspective on the competencies needed for success in a globalized world. The course is designed in accordance with Competency Based Training Model (CBTM). The CBTM is a system of tailored competencies and their applications for the purpose of aligning the performance of employees with the goals of industry needs and global sustainable development goals. The CBTM helps to wisely select, develop, deploy, align, and evaluate people who build global business linkages that improve the corporation's revenues everywhere.

## KEY COMPONENTS OF TECHNICAL COMPETENCIES:

- **Knowledge:** Understanding technical principles, concepts, and best practices.
- **Skills:** Abilities to apply knowledge and perform tasks effectively, often involving hands-on experience.
- **Abilities:** Innate or acquired capacity to perform specific actions or tasks.
- **Behaviors:** Attitudes and approaches to work, such as teamwork, communication, and problem-solving

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## **BENEFITS OF GLOBAL TECHNICAL COMPETENCY STANDARDS:**

- **Improved Workforce Development:** Standards provide a clear roadmap for training and development, leading to a more skilled workforce.
- **Enhanced Consistency and Quality:** Harmonized standards ensure consistent quality across different organizations and regions.
- **Facilitated International Collaboration:** Common standards enable greater collaboration and knowledge sharing between countries.
- **Career Advancement:** Individuals with demonstrated competencies are better equipped for career advancement and increased opportunities.

## **ABOUT US:**

The Pan African Learning and Growth Network (PALGNET) is a trusted partner in organizational development and executive learning for over 10 years, helping institutions and leaders across the globe stay ahead of change with tailored training solutions, consulting services and professional communities. PALGNET certification training courses have been designed to provide business professionals with the skills they need to develop their competency, improve their performance, and drive business success. As an integrated business and management content provider, our core purpose is to make sense of present and future challenges in the world of work, identifying trends and facilitate the necessary knowledge and skills relevant to thriving in the world of work.

## **ACCREDITATION:**

The CFBP™ program is delivered by the Pan African Learning and Growth Network under the authority of the Global Academy of Finance and Management (GAFM®) Board of Standards, a global certification body holding ISO 21001, ISO 29993, ISO 29990, and ISO 9001 certifications

- EU SIS sanctioning, recognized by IAF, IAS, and other global QA bodies
- Accreditation from IAOS, QAHE, MACCA, and ECLBS
- Sanctioning by the Arab Academy, recognized across 20+ nations
- Recognition by ACBSP for certification standards alignment
- Founding member of the U.S. Department of Education's CHEQS
- Recognition by UN Civil Society and international education networks



## Pan African Learning and Growth (PALGNET)

Corner 12th Avenue and River Road  
RIVONIA (Edenburg on GPS)  
Johannesburg  
South Africa

P.O Box 30247 City Center  
Plot No. 102 Area 14  
Lilongwe  
Malawi, Africa

Plot 288  
Kilimanjaro Road, Ibex Hill  
Lusaka  
Zambia

P.O Box 26  
Nandi Hills  
Postal Code 30301  
Kenya

**Email:** [training@palgnet.com](mailto:training@palgnet.com) **Web:** [www.palgnet.com](http://www.palgnet.com)

## PALGNET Professional Communities and Business Units



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