

Financial training For non financial staff



The financial training specialists

Change control (Budgeting, Profit)

Still looking at managing income.

Many of us work on customer projects where the scope is agreed in advance along with the price. Then the customer wants to amend the scope. "Can you just do this as well?"

How often as project or contract managers have we heard that?

It's hard. The customer relationship is important, so we don't want to just say "No". But we have to make a profit, so we can't afford to just say "Yes".

The answer is "Yes. but we'll have to charge you for it."

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