

Financial training For non financial staff



The financial training specialists

Change Control (Profit)

How often do we get part way through the year, or part way through a project, and someone (perhaps the customer, perhaps a director) asks "Can you do this as well?"

Assuming the request is reasonable, technically feasible, and good for the business, we'll do our best to accommodate it, even though it often means upsetting our plans and priorities.

But then we often get to the end of the year or project and we're berated for being over budget. Even though we're only over budget because of the changes that were requested. It's especially galling when we're berated by the person who requested the change in the first place!

So we need to have a system to ensure a change in the scope of what we're delivering is accompanied by a change in the budget or price.

Our budget should come out of 4 questions:

- 1 what do I need to achieve (our scope)
- 2 what's my plan to achieve it
- 3 what resources will I need, and when
- 4 what's the cost of those resources (our budget)

© Attainment Training, 2018

www.attainmenttraining.co.uk