Strategic Healthcare Financial Management and Budgeting Training Course

22 - 26 Nov 2026

Doha

5500 € (Per Person)

Ref: #HOS1097_228293

Course Introduction / Overview:

In today's rapidly evolving healthcare landscape, effective financial management is the cornerstone of sustainable and high-quality patient care. This course is meticulously designed to equip healthcare executives and leaders with the strategic financial acumen required to navigate the complexities of the modern healthcare system. Moving beyond traditional accounting, the curriculum delves into the critical intersection of finance, operations, and clinical outcomes. As highlighted by renowned academic William O. Cleverley in his seminal work, "Essentials of Health Care Finance," a deep understanding of financial principles is indispensable for healthcare leadership. This program, offered by BIG BEN Training Center, provides a comprehensive framework for mastering healthcare financial strategy, from sophisticated budgeting techniques and revenue cycle optimization to capital investment analysis and value-based care financing. Participants will gain the skills to drive financial performance, ensure regulatory compliance, and lead their organizations toward a future of fiscal stability and excellence in patient service delivery.

Target Audience / This training course is suitable for:

- Chief Executive Officers (CEOs) and Chief Operating Officers (COOs).
- Chief Financial Officers (CFOs) and Finance Directors.
- Hospital and Clinic Administrators.
- Heads of Clinical and Medical Departments.
- Healthcare Operations Managers.
- Strategic Planning Executives.
- Financial Controllers and Senior Accountants in Healthcare.
- Physician leaders and medical directors with budgetary responsibilities.
- Aspiring healthcare leaders seeking executive-level financial skills.

Target Sectors and Industries:

- Hospitals and Health Systems.
- Ambulatory Care Centers and Outpatient Clinics.
- Long-Term Care Facilities and Nursing Homes.
- Health Insurance and Managed Care Organizations.
- Pharmaceutical and Biotechnology Companies.
- Medical Device and Equipment Manufacturers.
- Public Health Organizations.
- Governmental Health Agencies and Ministries of Health.
- Healthcare Consulting Firms.

Target Organizations Departments:

- Executive Leadership and C-Suite Offices.
- Finance and Accounting Departments.
- Operations and Administration Departments.
- Strategic Planning and Business Development.
- Clinical and Medical Services Departments.
- Revenue Cycle Management Departments.
- Compliance and Risk Management Departments.
- Materials Management and Procurement.
- Information Technology Departments involved in financial systems.

Course Offerings:

By the end of this course, the participants will have able to:

- Develop and implement strategic financial plans aligned with organizational goals.
- Master advanced budgeting techniques for various healthcare departments and services.
- Analyze and interpret complex healthcare financial statements for decision-making.
- Optimize the revenue cycle management process to improve cash flow and reduce denials.
- Evaluate and navigate diverse healthcare reimbursement models, including value-based care.
- Conduct thorough financial analysis for capital investment projects and new technologies.
- Implement effective cost control and cost management strategies without compromising quality of care.
- Utilize key performance indicators (KPIs) to monitor and enhance financial performance.
- Lead financial discussions and effectively communicate financial data to non-financial stakeholders.
- Manage financial risk associated with regulatory changes and market dynamics.

Course Methodology:

The training methodology at BIG BEN Training Center is designed to be immersive, practical, and highly interactive, ensuring that participants can immediately apply their learning in a real-world context. This course moves beyond theoretical lectures to foster a dynamic learning environment built on a foundation of experiential activities. A cornerstone of our approach is the extensive use of case studies derived from actual healthcare organizations, allowing participants to analyze complex financial scenarios, debate strategic options, and formulate actionable solutions. Interactive group discussions and workshops encourage peer-to-peer learning and the sharing of diverse perspectives from across the healthcare industry. Practical exercises, including budget simulations and financial statement analysis, provide hands-on experience in a risk-free setting. Our expert facilitators guide participants through each module, providing personalized feedback and fostering a collaborative atmosphere. The program emphasizes the development of critical thinking and strategic decision-making skills, empowering leaders to translate financial knowledge into tangible organizational success.

Course Agenda (Course Units):

Unit One: Foundations of Strategic Healthcare Finance

- The unique economic and financial landscape of the healthcare industry.
- Understanding key financial statements: balance sheet, income statement, and cash flow statement.
- The healthcare regulatory environment and its financial implications.
- Principles of healthcare accounting and financial reporting standards.
- The role of the financial executive in strategic leadership.
- Introduction to financial ratio analysis for performance assessment.
- Ethical considerations in healthcare financial management.

Unit Two: Advanced Budgeting and Cost Management

- Developing comprehensive operating and capital budgets.
- Flexible budgeting and variance analysis for performance control.
- Activity-Based Costing (ABC) in a clinical setting.
- Cost allocation methods for direct and indirect costs.
- Strategies for effective cost containment and reduction.
- Managing labor costs and productivity in healthcare.
- Budgeting for new service lines and strategic initiatives.

Unit Three: Revenue Cycle Management and Reimbursement Models

- Mapping the end-to-end healthcare revenue cycle.
- Strategies for optimizing patient registration, coding, and billing.
- Managing accounts receivable and reducing claim denials.
- Analysis of traditional fee-for-service reimbursement.
- Navigating managed care contracts and negotiations.
- Understanding value-based purchasing and bundled payment models.
- The financial impact of population health management.

Unit Four: Capital Budgeting and Long-Term Financial Planning

- The capital investment decision-making process.
- Techniques for project evaluation: Net Present Value (NPV) and Internal Rate of Return (IRR).
- Financial forecasting and long-range strategic financial planning.
- Assessing and managing financial risk in healthcare investments.
- Financing options for capital projects, including debt and equity.
- Conducting a comprehensive financial feasibility study.
- Post-investment audits and performance reviews.

Unit Five: Financial Leadership and Performance Analytics

- Using Key Performance Indicators (KPIs) to drive financial health.
- The balanced scorecard approach in healthcare organizations.
- Communicating financial information effectively to clinical staff and boards.
- Financial analytics and data-driven decision-making.
- Financial considerations in healthcare mergers and acquisitions.
- Leadership strategies for managing financial turnarounds.
- Future trends in healthcare finance and technology.

FAQ:

Qualifications required for registering to this course?

There are no requirements.

How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

Something to think about:

In an era of increasing focus on value-based care, how can financial executives balance the dual mandates of fiscal responsibility and improving patient outcomes without compromising either?

What unique qualities does this course offer compared to other courses?

This course distinguishes itself by focusing on the strategic leadership dimension of healthcare finance, rather than solely on technical accounting procedures. While other programs may teach the "what" of financial reporting, our curriculum emphasizes the "so what" and "now what," empowering executives to translate complex financial data into actionable strategic initiatives. We bridge the critical gap between the finance department and clinical operations, fostering a holistic understanding of how financial decisions impact patient care and organizational sustainability. The curriculum is uniquely forward-looking, addressing emerging trends such as the financial implications of telehealth, population health management, and data analytics in financial forecasting. Through a heavy reliance on real-world case studies and interactive simulations, participants grapple with the same ambiguous, high-stakes challenges they face in their roles. This practical, decision-focused approach ensures that leaders leave not just with new knowledge, but with the enhanced judgment and strategic foresight required to navigate the future of healthcare finance.