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ACCOUNTING AND FINANCE | AF-011

Certificate in Tax and Revenue Management

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Course content

Why Attend

Why Attend Taxation has become a strategic business function that directly impacts profitability, compliance, investment decisions, and corporate sustainability. This course provides participants with practical knowledge of tax management, strategic tax planning, revenue optimization, and tax risk management while ensuring compliance with evolving regulatory requirements and stakeholder expectations.

Course Methodology The course combines interactive presentations, practical exercises, case studies, group discussions, financial analysis workshops, and real-world tax planning scenarios to strengthen practical application and strategic decision-making skills.

Course Objectives By the end of this course, participants will be able to:

- Understand the principles and frameworks of tax and revenue management
- Apply strategic tax planning techniques to support business objectives
- Identify tax risks and opportunities for tax efficiency
- Analyze the impact of taxation on corporate decisions and performance
- Evaluate tax implications of restructuring, mergers, and acquisitions
- Understand multinational tax planning strategies and challenges
- Develop effective tax governance and compliance frameworks

Target Audience

- Finance managers and directors
- Tax professionals and specialists
- Accountants and financial controllers
- Chief financial officers
- Internal auditors and compliance professionals
- Corporate planners and business analysts

Course content

Target Audience

• Professionals involved in tax strategy and financial management

Target Competencies

• Tax management

• Strategic tax planning

• Financial analysis

• Revenue optimization

• Tax compliance and governance

• Risk management

• Corporate finance

• Decision-making and business strategy

Course outline

Day 1: Foundations of Taxation and Revenue Systems

• Understanding the role of taxation in business and economic environments

• Examining the impact of tax considerations on business decision-making

• Understanding the relationship between tax efficiency and shareholder value

• Reviewing different tax systems and categories of taxation

• Exploring key tax concepts, principles, and regulatory frameworks

• Understanding the distinction between compliance requirements and tax optimization strategies

• Practical exercises and case study discussions

Day 2: Strategic Tax Planning and Tax Gap Management

• Understanding strategic tax planning frameworks and objectives

Course content

Course outline

• Examining the concept of the tax gap and its contributing factors

• Differentiating between tax evasion, tax avoidance, and legitimate tax planning practices

• Identifying revenue leakage risks and improvement opportunities

• Applying methods for measuring and reducing tax inefficiencies

• Utilizing strategic frameworks to support tax planning and organizational decision-making

• Evaluating legal entity structures from tax, risk, and capital management perspectives

• Practical case study analysis and group discussions

Day 3: Tax Management in Business Operations

• Understanding the role of taxation in operational and strategic business activities

• Evaluating tax implications of product development and business expansion decisions

• Reviewing employee-related tax planning considerations

• Managing tax implications of international operations and market expansion

• Aligning financing decisions with tax planning objectives

• Using financial statement analysis to support proactive tax management

• Integrating tax considerations with sustainability and ESG initiatives

• Developing tax risk indicators, controls, and governance mechanisms

• Practical exercises and applied case studies

Day 4: Tax Considerations in Corporate Restructuring and Transactions

• Understanding tax implications of financial, operational, and legal restructuring activities

• Evaluating divestitures, business disposals, and organizational transformation initiatives

• Assessing tax considerations in mergers, acquisitions, and consolidations

• Understanding tax-efficient transaction structures and planning approaches

• Reviewing taxable and non-taxable transaction frameworks

Course content

Course outline

• Managing tax risks associated with corporate restructuring activities

• Practical workshops and case-based learning exercises

Day 5: International Taxation and Emerging Tax Challenges

• Understanding tax planning across multiple jurisdictions and regulatory environments

• Reviewing transfer pricing principles and international tax considerations

• Managing tax credits, losses, and cross-border tax optimization opportunities

• Evaluating tax-efficient structures for acquisitions, divestitures, and subsidiary management

• Understanding tax implications of liquidations, disposals, and insolvency situations

• Examining emerging global tax trends, regulations, and economic challenges

• Practical case studies, group exercises, and strategic tax planning applications

Seminar dates

Available seminar dates

Live dates and pricing for Certificate in Tax and Revenue Management generated from the course details page.

Date	Location	Format	Fee
Dates on request	Venue on request	Classroom	**Contact us**

Live online option	Online delivery is available at €1,850.-.