



# IFRS 15 Revenue Recognition Application Training Course

27 June – 8 July 2027  
Cape town

## IFRS 15 Revenue Recognition Application Training Course

**Ref:** 620\_147620 **Date:** 27 June – 8 July 2027 **Location:** Cape town **Fees:** 6400 Euro

### Overview

IFRS 15 Revenue Recognition Application Training Course is a ten-day professional course for accounting, control, finance, audit, and contract-accounting functions who leave with an IFRS 15 Revenue Recognition Application File. Participants apply customer contract assessment, performance obligation mapping, transaction price calculation, revenue timing analysis, and contract balance reconciliation. The course resolves inconsistent judgments by connecting the five-step model to schedules, disclosures, and review controls. Agile Leaders Training Center presents IFRS 15 application as a documented accounting process.

### Who Should Attend

- Accounting functions responsible for customer-contract revenue entries and schedules
- Financial control functions responsible for review, reconciliation, and reporting controls
- Revenue accounting functions responsible for estimates, allocations, and timing conclusions
- Finance management functions responsible for policies, judgments, and disclosures
- Audit and assurance support functions responsible for evidence and accounting analysis
- Contract accounting functions responsible for connecting commercial terms to revenue treatment

The course assumes participants can read customer contracts and prepare accounting schedules and leaves out audit assurance and entity-specific accounting advice.

### Departments and Industries

The course supports departments and industries that account for revenue from customer contracts.

- Financial accounting, controllership, reporting, and internal audit
- Commercial finance, contract accounting, billing, and finance systems
- Technology, telecommunications, media, and professional services
- Construction, engineering, manufacturing, and logistics
- Healthcare, hospitality, retail, and subscription businesses

### Learning Objectives

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



- Apply IFRS 15 scope and contract criteria
- Analyze promises and identify performance obligations
- Build transaction price and allocation schedules
- Evaluate revenue timing, modifications, and special arrangements
- Use presentation, disclosure, and reconciliation controls
- Build a documented revenue recognition application file

## **Course Agenda**

### **Day 1: Framing IFRS 15 Application**

- IFRS 15 Scope Decision Tree
- Customer Definition Assessment
- Revenue Five-Step Model Map
- Contract Portfolio Scoping Register
- Accounting Policy Alignment Checklist

### **Day 2: Identifying Customer Contracts**

- Contract Criteria Evaluation Sheet
- Enforceable Rights and Payment Assessment
- Contract Combination Decision Matrix
- Contract Approval and Collectibility Record
- Contract Existence Evidence File

### **Day 3: Mapping Performance Obligations**

- Promised Goods and Services Inventory
- Distinct Goods and Services Test
- Performance Obligation Mapping Canvas
- Series Provision Assessment Grid
- Customer Option and Material Right Analysis

### **Day 4: Determining Transaction Price**

- Fixed and Variable Consideration Schedule
- Variable Consideration Constraint Assessment
- Significant Financing Component Analysis
- Noncash Consideration Measurement Sheet
- Consideration Payable to Customer Register



## **Day 5: Allocating Transaction Price**

- Stand-Alone Selling Price Evidence Matrix
- Adjusted Market Assessment Worksheet
- Expected Cost Plus Margin Calculation
- Residual Approach Eligibility Test
- Transaction Price Allocation Schedule

## **Day 6: Establishing Revenue Timing**

- Control Transfer Indicator Checklist
- Over-Time Recognition Criteria Matrix
- Point-in-Time Recognition Assessment
- Measure of Progress Selection Tool
- Revenue Timing Conclusion Memo

## **Day 7: Accounting for Contract Changes**

- Contract Modification Classification Tree
- Prospective Modification Calculation
- Cumulative Catch-Up Adjustment Schedule
- Contract Asset and Liability Rollforward
- Change Approval Accounting Control

## **Day 8: Evaluating Special Arrangements**

- Principal-versus-Agent Control Analysis
- License Right-to-Access Assessment
- License Right-to-Use Assessment
- Repurchase and Consignment Decision Map
- Warranty and Return Provision Matrix

## **Day 9: Reporting and Controlling Revenue**

- Contract Cost Capitalization Assessment
- Revenue Presentation Mapping Sheet
- Revenue Disaggregation Disclosure Matrix
- Significant Judgment Disclosure Register
- Revenue Close and Reconciliation Control Pack



## **Day 10: IFRS 15 Application Practice**

- Exercise: Assess Contracts and Performance Obligations
- Exercise: Calculate and Allocate Transaction Price
- Exercise: Determine Revenue Timing and Modifications
- Exercise: Reconcile Balances and Draft Disclosures
- Capstone Exercise: IFRS 15 Revenue Recognition Application File

## **Practical Exercises**

The course uses suggested activities to apply IFRS 15 methods across different contract patterns.

- Suggested activity: map performance obligations and customer options in a technology subscription contract.
- Suggested activity: calculate variable consideration and allocation for an engineering services arrangement.
- Suggested activity: assess revenue timing, modifications, and contract balances for a construction case.
- Suggested activity: prepare reconciliations, judgments, and disclosures for a multi-service customer portfolio.

## **FAQs**

### **Who suits IFRS 15 revenue recognition training, and what does it assume?**

It suits accounting, control, finance, audit-support, and contract-accounting functions and assumes participants can read customer contracts and prepare accounting schedules.

### **How does IFRS 15 application training differ from introductory revenue accounting?**

IFRS 15 application training develops contract-level judgments, calculations, schedules, disclosures, and controls, while introductory revenue accounting focuses on basic recognition concepts and entries.

### **What is the IFRS 15 five-step revenue model?**

The model identifies the customer contract, identifies performance obligations, determines the transaction price, allocates that price to the obligations, and recognizes revenue when or as each obligation is satisfied.

### **When does IFRS 15 recognize revenue over time?**

Revenue is recognized over time when the applicable criteria are met and progress toward satisfying the performance obligation can be measured using a method that faithfully depicts performance.



## **How are IFRS 15 judgments documented for review?**

Judgments are documented through contract evidence, obligation maps, price calculations, allocation schedules, timing conclusions, modification analyses, balance reconciliations, disclosure registers, and review approvals.

## **Conclusion**

Participants leave with an IFRS 15 Revenue Recognition Application File containing contract assessments, obligation maps, calculations, schedules, timing conclusions, modification analyses, reconciliations, and disclosures. The file creates a traceable basis for accounting judgments and review. It also links customer contract terms to reporting entries and controls.