Startup Budgeting and Cash Runway Training Course

15 – 19 August 2027
Nairobi

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Training Center

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Ref: 1079_179641 **Date:** 15 – 19 August 2027 **Location:** Nairobi **Fees:** 4500 Euro

Overview

Startup Budgeting and Cash Runway Training Course is a one-week intermediate course for founders, entrepreneurs, venture builders, incubator managers, and startup finance leads, who leave with a Founder Budget and Runway Plan. Participants connect startup budgeting, startup financial planning, cash flow projection, burn rate management, and unit economics to hiring, milestones, funding scenarios, rolling forecasts, and investor budget narratives. Agile Leaders Training Center develops disciplined startup cash and resource decisions.

Who Should Attend

- Teams responsible for converting a venture model into financial assumptions
- Teams responsible for launch costs, operating budgets, and hiring commitments
- Teams responsible for cash runway, burn rate, and funding timing
- Teams responsible for unit economics, revenue drivers, and milestone choices
- Teams responsible for forecast updates and investor-facing budget narratives

The course assumes participants already work with a startup concept, operating plan, or basic financial estimates, and it leaves transaction bookkeeping, corporate capital budgeting, valuation, and advanced financial modeling outside its scope.

Departments and Industries

The course supports departments and industries that deploy limited cash against uncertain growth assumptions.

- Founding, finance, operations, product, and growth teams
- Technology, software, digital platform, and online service ventures
- Consumer products, retail, hospitality, and food ventures
- Professional services, education, healthcare, and creative businesses
- Incubators, accelerators, venture studios, and entrepreneurship centers

Learning Objectives

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

- Build a startup assumption and cost-driver register
- Apply revenue, unit economics, and break-even methods
- Analyze burn rate, runway, and cash-flow timing
- Compare hiring, milestone, and funding scenarios
- Evaluate budget-to-actual evidence and rolling forecasts
- Build a Founder Budget and Runway Plan

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Course Agenda

Day 1: Venture Drivers and Startup Costs

- Business Model Assumption Map
- Revenue Driver and Volume Register
- One-Time Startup Cost Worksheet
- Fixed, Variable and Recurring Cost Matrix
- Founder Budget Ownership Calendar

Day 2: Unit Economics and Operating Budget

- Unit Revenue and Direct Cost Model
- Contribution Margin Calculation Sheet
- Break-Even Analysis Table
- Founder and Hiring Cost Schedule
- Operating Expense Budget Template

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Day 3: Cash Runway and Funding

- Monthly Cash Flow Projection
- Gross and Net Burn Rate Dashboard
- Cash Runway Calculation Schedule
- Working Capital Timing Map
- Funding Need and Use-of-Funds Statement

Day 4: Milestones, Scenarios and Control

- Milestone-Based Resource Allocation Matrix
- Base, Delayed-Revenue and Growth Scenario Table
- Budget-to-Actual Variance Dashboard
- Rolling Forecast Update Method
- Investor Budget Narrative and Assumption Pack

Day 5: Startup Budgeting Practice

- Exercise: Test Revenue and Cost Assumptions
- Exercise: Build Unit Economics and Break-Even Views
- Exercise: Calculate Burn Rate and Cash Runway
- Exercise: Compare Milestone and Funding Scenarios
- Capstone Exercise: Founder Budget and Runway Plan

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Practical Exercises

The course uses suggested activities that connect venture assumptions with cash limits and milestone choices.

- Suggested activity: estimate launch and operating costs for a digital service venture
- Suggested activity: model unit economics and break-even volume for a consumer product
- Suggested activity: test hiring and delayed-revenue effects on cash runway for a healthcare startup
- Suggested activity: prepare a funding scenario, rolling forecast, and investor budget narrative

FAQs

Who suits startup budgeting and cash runway training?

Founders, entrepreneurs, small-business owners, venture builders, incubator managers, and startup finance leads suit the training. Participants should already work with a venture concept, operating plan, or basic estimates.

How does startup budgeting differ from startup bookkeeping training?

Startup budgeting looks forward through assumptions, costs, runway, scenarios, milestones, and funding needs. Startup bookkeeping records completed transactions, maintains ledgers, reconciles accounts, and retains supporting evidence.

How is startup cash runway calculated?

Startup cash runway compares available cash with expected net cash burn over time. A useful calculation also reflects the timing of receipts, payments, hiring commitments, financing, and changes in operating assumptions.

Why do unit economics matter in startup budgeting?

Unit economics connect revenue per unit or customer with direct acquisition and delivery costs. They help founders test contribution margins, break-even conditions, growth assumptions, and whether additional volume improves or weakens cash needs.

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How should founders use a rolling startup forecast?

A rolling startup forecast replaces elapsed periods with actual results, updates assumptions, and extends the planning horizon. It shows how revenue, hiring, costs, milestones, and financing changes affect future cash runway.

Conclusion

Participants take back a Founder Budget and Runway Plan containing assumption registers, startup cost schedules, unit economics, operating budgets, cash projections, burn and runway views, milestone scenarios, rolling forecasts, and investor narratives. The plan links limited cash to evidence-based venture priorities. Founding teams can use it to pace commitments, anticipate funding gaps, and explain resource decisions.