



Advanced Feasibility Study Preparation and Evaluation Training Course

7 – 11 March 2027
Nairobi

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Ref: 1118_182548 **Date:** 7 – 11 March 2027 **Location:** Nairobi **Fees:** 4500 Euro

Overview

Advanced Feasibility Study Preparation and Evaluation Training Course is a one-week course for analysis, finance, investment, strategy, engineering and sponsor teams, who leave with a Feasibility Study Decision Pack. Participants integrate feasibility study scoping, market demand analysis, technical and operational assessment, financial viability modeling and feasibility risk evaluation. The course connects evidence, assumptions, options, implementation requirements and recommendations across the study lifecycle. Agile Leaders Training Center develops feasibility study preparation and evaluation capability.

Who Should Attend

- Teams responsible for business and investment analysis
- Teams responsible for project sponsorship and approval
- Teams responsible for financial modeling and funding analysis
- Teams responsible for market, strategy and commercial evidence
- Teams responsible for technical and operating options
- Teams responsible for implementation planning and risk evaluation

The course assumes participants can interpret commercial, operational and financial evidence, and it leaves out legal opinions, jurisdiction-specific approvals and sector-specific engineering design.

Departments and Industries

The course supports departments and industries that evaluate proposed investments, services and operating initiatives.



- Finance, investment and corporate development
- Strategy, business analysis and project governance
- Engineering, infrastructure and industrial operations
- Technology, telecommunications and professional services
- Healthcare, education and hospitality
- Entrepreneurship, development and financial services

Learning Objectives

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

- Build a feasibility scope, evidence and assumption structure
- Analyze market demand and competitive evidence
- Compare technical, operating and implementation options
- Evaluate financial viability and funding scenarios
- Apply risk, scenario and sensitivity analysis
- Build a traceable feasibility recommendation



Course Agenda

Day 1: Study Scope and Evidence

- Feasibility Question and Decision Boundary Map
- Study Scope and Deliverable Structure
- Evidence Source and Reliability Register
- Assumption, Constraint and Dependency Log
- Feasibility Workstream and Review Plan

Day 2: Market and Strategic Feasibility

- Market Definition and Segmentation Framework
- Demand Evidence and Forecast Assumption Model
- Competitive and Substitute Option Map
- Strategic Fit and Value Proposition Matrix
- Market Feasibility Findings Register



Day 3: Technical and Operating Feasibility

- Technical Option Comparison Matrix
- Capacity, Input and Location Requirement Model
- Operating Model and Resource Map
- Implementation Schedule and Dependency Network
- Scope Definition and Basis-of-Estimate Record

Day 4: Financial Viability and Risk

- Capital, Operating Cost and Revenue Model
- Funding Structure and Cash-Flow Schedule
- Discounted Cash-Flow Indicator Dashboard
- Scenario and Sensitivity Analysis Grid
- Feasibility Risk and Mitigation Register

Day 5: Feasibility Decision Practice

- Exercise: Audit a Feasibility Evidence Trail
- Exercise: Compare Technical and Operating Options
- Exercise: Test Financial Sensitivity Scenarios
- Exercise: Draft an Investment Recommendation
- Capstone Exercise: Feasibility Study Decision Pack

Practical Exercises

The course uses suggested activities to convert mixed evidence into a defensible feasibility decision.

- Suggested activity: reconcile primary and secondary market evidence for a new service or facility
- Suggested activity: compare capacity, technology, location and operating-model alternatives
- Suggested activity: test cost, revenue, timing and funding assumptions under downside scenarios
- Suggested activity: present a recommendation with conditions, risks, evidence gaps and next actions

FAQs

Who suits feasibility study preparation and evaluation training, and what does it assume?

Analysis, finance, investment, strategy, engineering and sponsor teams suit the training. It assumes experience interpreting business evidence, project assumptions and financial information.

How does feasibility study training differ from general business-plan training?

Feasibility study training tests whether a defined initiative is viable through market, technical, operating, financial, implementation and risk evidence; business-plan training commonly explains how an intended business will operate and grow.

What evidence belongs in a feasibility study?

A feasibility study should connect the decision question with market evidence, technical options, operating requirements, implementation dependencies, cost and revenue assumptions, funding, financial analysis, risk and unresolved evidence gaps.

How should feasibility sensitivity analysis be used?

Feasibility sensitivity analysis should identify decision-critical assumptions, vary them transparently, compare resulting financial and operational outcomes, and show which conditions change the recommendation.

What makes a feasibility recommendation traceable?

A feasibility recommendation is traceable when each conclusion links to evidence, assumptions, models, option criteria, risk responses, review decisions and stated conditions for proceeding or stopping.



Conclusion

Participants take back a Feasibility Study Decision Pack containing evidence registers, option matrices, market and operating assessments, financial models, sensitivity tests, risk records and an investment recommendation. The pack makes assumptions and decision logic reviewable. It supports consistent screening, challenge and approval of proposed initiatives.