



ACCOUNTING AND FINANCE

Certificate in Tax and Revenue Management

Course code: AF-011

SPARK TRAINING

Professional training courses for leaders, specialists, and organizations seeking practical capability development.

info@sparktraining.eu

+31 85 115 0004 | sparktraining.eu

— Workshop Overview

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.

Why Attend

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.

Who Should Attend

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
Professionals involved in tax strategy and financial

— Learning Objectives

- 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

— 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
- 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
- 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

— Upcoming Classroom Dates

DATE	LOCATION	FEE
5 - 9 October 2026	Munich - Germany	€2,125
12 - 16 October 2026	Barcelona - Spain	€1,925
9 - 13 November 2026	Frankfurt - Germany	€1,625
16 - 20 November 2026	Kuala Lumpur - Malaysia	€1,400
7 - 11 December 2026	Amsterdam - Netherlands	€2,125
14 - 18 December 2026	London - United Kingdom	€2,100
21 - 25 December 2026	Kuala Lumpur - Malaysia	€1,400
4 - 8 January 2027	Kuala Lumpur - Malaysia	€1,400

— Certificate and Registration

Participants who attend and complete the full programme receive a SPARK Training Certificate of Completion. For registration, in-house delivery, or availability questions, contact info@sparktraining.eu or +31 85 115 0004.