

# Budget Justification and Presentation Course

Learn how to justify program funding requests effectively using performance data and decision-quality visuals.

Group classes in Washington, DC and onsite training is available for this course.

For more information, email [onsite@graduateschool.edu](mailto:onsite@graduateschool.edu) or visit: <https://www.graduateschool.edu/courses/budget-justification-and-presentation>



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## Course Outline

### Module 1: Federal Budget Overview

- Overview of the federal budget process
- Federal budget formulation, congressional action, and execution phases
- The impact of laws and fiscal policies on the budget process
- Roles of OMB and Congress in the federal budget process
- Budgeting in a changing economic and political environment

### Module 2: Performance-Based Justification

- Introduction to Government Performance and Results Act (GPRA)
- Performance measurement and budgeting principles
- Application of GPRA principles in budget justifications
- Defining performance terms: outcomes, outputs, inputs, and indicators
- Creating performance-based budgets to align resources with goals

### Module 3: Budget Justification Overview

- Purpose and principles of budget justifications
- Content guidelines for effective budget justifications
- Preparation for budget hearings and presentations

### Module 4: Preparation for Budget Justification

- Researching and analyzing program justifications
- Understanding the needs and priorities of stakeholders
- Structuring a clear and persuasive budget justification

### Module 5: Effective Communication

- Communicating budget justification clearly and concisely
- Oral presentations and briefing techniques
- Engaging stakeholders through effective storytelling

#### **Module 6: Budget Justification—“The Money Game”**

- Techniques for making a compelling financial case
- Managing competing interests and justifying budget requests