



Private and International School Business Management and Investment Course

25 – 29 January 2027

Amsterdam - Zuidas business district hotel



Private and International School Business Management and Investment Course

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Introduction:

Private and International School Business Management and Investment is the subject of this 5-day course for school owners, investors and group chief executives, ending with a School Investment and Operating Plan. Many school ventures open with optimistic enrolment, fee levels set by rivals rather than costs, and capital spent before demand is proven. Nominees already own, fund or direct a school, and teaching is by modelling build on feasibility, fee and cost spreadsheets. CoreConcept Training Center delivers this school business and investment course.

Course Objectives:

- Assess the feasibility of a new or acquired school using demand, site, licence and capital criteria
- Build an enrolment ramp and fee structure that links tuition, registration and ancillary charges to cost and demand
- Compare curriculum partnership and licensing models and draft the terms an owner should negotiate
- Control staffing and capital costs through ratios, payroll bands and phased capital spending
- Appraise a school investment with net present value, payback and downside scenarios
- Design a shared-services operating model and reporting pack for a group of several schools

Target Audience:

- Owners and founders accountable for the capital and long-term value of a school
- Investors and fund representatives who appraise school projects and acquisitions
- Group chief executives responsible for the results of several campuses
- Board members who approve school budgets, fees and expansion
- Chief financial officers and business directors who prepare school financial plans

Course Outline:

Day 1: School Business Foundations and Venture Health Check

- School Business Model Canvas for Private and International Schools
 - Revenue and Cost Structure Benchmarks by School Type and Phase
 - Market Demand Study with Catchment Mapping and Competitor Fee Scan
 - Ownership, Board and Investor Roles Map for School Ventures
 - Current-State Venture Health Check Using a Balanced Scorecard
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Day 2: Feasibility, Fee Design and Curriculum Partnership Frameworks

- Feasibility Study Template with Land, Building and Licence Stages
- Enrolment Ramp-Up Model by Year Group and Intake Cycle
- Fee Structure Design with Tuition, Registration and Ancillary Charges
- Curriculum Partnership Models Compared Including IB and Cambridge International
- Operating Licence and Curriculum Partnership Agreement Term Sheet

Day 3: Financial Modelling and Cost Control Skills

- Three-Statement Financial Model Build for a New School
- Break-Even and Cash Runway Analysis by Enrolment Scenario
- Staffing Cost Control Using Pupil-Teacher Ratio and Payroll Bands
- Capital Expenditure Phasing for Buildings, Equipment and Technology
- Fee Discount, Scholarship and Receivables Policy Modelling

Day 4: Investment Appraisal, Risk and Multi-School Group Management

- Investment Appraisal with Net Present Value and Payback Comparison
- Sensitivity and Downside Scenario Testing on Enrolment and Fees
- Multi-School Group Operating Model with Shared Services Design
- Group Reporting Pack and Campus Performance Dashboard Design
- Acquisition, Expansion and Exit Options for School Assets

Day 5: Modelling Build for a School Investment and Operating Plan

- Case School Group Data Pack and Assumptions Register Review
- Enrolment and Fee Model Build for the Case School Group
- Capex Phasing and Staffing Cost Ceiling Build for the Case Campuses
- Investment Appraisal and Downside Scenario Run on the Case Model
- School Investment and Operating Plan Completion and Investor Panel Review

Skills You Will Gain:

- School Feasibility Analysis
 - Enrolment Forecasting
 - Fee Structure Modelling
 - Curriculum Partnership Negotiation
 - Education Capex Planning
 - Staffing Cost Control
 - School Investment Appraisal
 - School Group Operating Design
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Why Attend This Course:

- Deliver a School Investment and Operating Plan to the owner, investment committee and group chief executive
- Decide whether to open, acquire, expand or delay a campus on modelled evidence rather than optimism
- Avoid empty seats, overbuilt facilities and payroll that outruns tuition income
- Coach finance and academic colleagues to read enrolment, fee and cost assumptions in one consistent model

Conclusion:

Back at work, the participant presents the School Investment and Operating Plan to the owner, the investment committee and the group chief executive, who use it to approve a site, set the fee schedule and release capital in stages. Finance and academic leads use its enrolment ramp, staffing ratios and cost ceilings as the operating baseline. After the first full academic year, the organisation should review enrolment against the ramp, fee collection against the model and capital spend against the budget, then revise the plan.

Frequently Asked Questions FAQ:

What should participants know before a private and international school business management and investment course?

Participants should already own, fund or direct a school and be comfortable reading budgets and spreadsheets. Bringing enrolment counts, fee schedules and cost figures from their own school or project makes the modelling work more useful.

How does a private and international school business management and investment course differ from a school leadership course?

It treats the school as a business and an investment: feasibility, fees, enrolment, capital, cost control and group structure. A school leadership course concentrates on teaching quality, self-evaluation and daily school operations.

Why does school investment planning start with an enrolment ramp?

Tuition income depends on how quickly seats fill, so the ramp drives cash flow, staffing and the break-even point. A realistic ramp by year group stops owners committing capital and payroll before demand is proven.

What do participants take back from the private and international school business management and investment course?

Participants take back a School Investment and Operating Plan, plus an enrolment and fee model, a capital phasing schedule, a staffing cost ceiling sheet and a group reporting template adaptable to their own schools.