# Training Course on Advanced Cash Flow Management and Working Capital Optimization

Professional Development Training Course Outline

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|---|---|---|---|
| **Category** | CEOs and Directors | **Duration** | 10 Days |
| **Base Fee** | $3,000 USD | **Delivery Mode** | Online / On-site Hybrid |

## Course Introduction

Training Course on Advanced Cash Flow Management and Working Capital Optimization provides **finance professionals** and **business leaders** with cutting-edge strategies and practical tools for **mastering cash flow** and **optimizing working capital**. In today's dynamic global economy, robust **liquidity management** and **financial agility** are paramount for sustained profitability and **business continuity**. Participants will gain actionable insights into accelerating cash conversion, mitigating financial risks, and leveraging **financial analytics** for superior decision-making.

The program delves deep into the symbiotic relationship between **cash flow optimization** and **working capital efficiency**, equipping attendees with the expertise to navigate complex financial landscapes. Through real-world **case studies** and interactive exercises, participants will develop advanced forecasting techniques, implement **strategic cost control**, and unlock hidden value within their organization's **asset utilization**. This course is crucial for anyone looking to drive **sustainable growth** and enhance **corporate financial health** in a competitive environment.

## Programme Curriculum

### Training Course on Advanced Cash Flow Management and Working Capital Optimization

**Introduction**

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**Course Duration**

10 days

**Course Objectives**

1. Develop sophisticated models for accurate **cash flow prediction** and scenario planning.
2. Implement strategies to streamline the **cash conversion cycle** and improve **liquidity ratios**.
3. Accelerate **cash collections** through advanced credit policies and automated systems.
4. Negotiate favorable terms and leverage **supply chain finance** for improved cash outflow.
5. Apply **just-in-time (JIT)** and other **inventory optimization** techniques to free up capital.
6. Identify and eliminate inefficiencies to drive **operational cost reduction** and boost profitability.
7. Utilize **digital tools** and **automation** for real-time cash flow monitoring and reporting.
8. Develop robust strategies for managing **currency risk**, **interest rate risk**, and other financial exposures.
9. Apply **discounted cash flow (DCF)** and **ROI analysis** for optimal capital allocation.
10. Master the interpretation of **financial statements** to derive actionable **business insights**.
11. Understand the direct link between effective cash management and **bottom-line performance**.
12. Prepare for and manage **financial shocks** and **economic downturns** effectively.
13. Promote organizational-wide awareness and accountability for **cash flow excellence**.

**Organizational Benefits**

- Ensures the organization has sufficient cash to meet short-term obligations and seize opportunities.
- Frees up capital for investment, reduces borrowing costs, and drives higher returns on assets.
- Minimizes exposure to market volatility, credit defaults, and operational disruptions.
- Ensures efficient deployment of capital across all business functions.
- Demonstrates robust financial management and a commitment to sustainable growth.
- Provides the financial agility to adapt to market changes and pursue new ventures.
- Enables faster decision-making and more effective response to market dynamics.
- Supports long-term expansion and value creation for shareholders.

**Target Audience**

1. Finance Managers and Controllers
2. Treasury Professionals.
3. Accountants and Auditors.
4. Business Owners and Entrepreneurs
5. Operations Managers
6. Supply Chain and Procurement Managers.
7. Financial Analysts
8. Senior Management and Executives

**Course Outline**

**Module 1: Foundations of Advanced Cash Flow & Working Capital**

- Understanding the Cash Flow Imperative: Profit vs. Cash.
- Deep Dive into the Working Capital Cycle and its Drivers.
- Interpreting Advanced Financial Statements for Cash Flow Insights.
- Key Performance Indicators (KPIs) for Cash Flow and Working Capital.
- **Case Study:** Analyzing the Cash Flow Crisis of a Rapidly Growing Tech Startup.

**Module 2: Strategic Cash Flow Forecasting**

- Advanced Techniques: Direct vs. Indirect Forecasting Methods.
- Building Integrated Financial Models for Cash Flow Projection.
- Sensitivity Analysis and Scenario Planning for Robust Forecasts.
- Incorporating Macroeconomic Factors and Market Volatility.
- **Case Study:** Developing a 5-Year Cash Flow Forecast for a Manufacturing Company Amidst Supply Chain Disruptions.

**Module 3: Optimizing Accounts Receivable (AR)**

- Credit Policy Design and Implementation for Accelerated Collections.
- Effective Collection Strategies and Dispute Resolution.
- Leveraging Technology: Automated Invoicing and Payment Gateways.
- Factoring, Invoice Discounting, and Other AR Financing Options.
- **Case Study:** Reducing Days Sales Outstanding (DSO) for a Large Retail Chain.

**Module 4: Managing Accounts Payable (AP)**

- Negotiating Favorable Payment Terms with Suppliers.
- Strategic Vendor Management and Relationship Building.
- Implementing Early Payment Discounts and Dynamic Discounting.
- Automating AP Processes for Efficiency and Control.
- **Case Study:** Improving Cash Flow through Strategic AP Management at a Global Logistics Firm.

**Module 5: Inventory Optimization Strategies**

- Advanced Inventory Management Models: EOQ, JIT, MRP.
- Impact of Inventory on Cash Flow and Working Capital.
- Reducing Obsolescence and Slow-Moving Stock.
- Forecasting Demand and Optimizing Stock Levels.
- **Case Study:** Implementing Lean Inventory Practices at an Automotive Parts Manufacturer.

**Module 6: Capital Expenditure and Investment Decisions**

- Advanced Capital Budgeting Techniques: NPV, IRR, Payback Period.
- Evaluating Investment Opportunities from a Cash Flow Perspective.
- Funding Capital Projects: Debt vs. Equity Considerations.
- Post-Investment Appraisal and Performance Monitoring.
- **Case Study:** Assessing the Financial Viability of a Major Plant Expansion Project.

**Module 7: Cost Management and Operational Efficiency**

- Activity-Based Costing (ABC) for Cash Flow Enhancement.
- Strategic Cost Reduction Initiatives without Compromising Quality.
- Benchmarking Operational Performance for Cost Optimization.
- Impact of Operational Efficiency on Working Capital.
- **Case Study:** Identifying and Eliminating Waste in the Operations of a Service-Based Company.

**Module 8: Financial Risk Management for Cash Flow**

- Identifying and Quantifying Financial Risks (Market, Credit, Operational).
- Hedging Strategies for Foreign Exchange and Interest Rate Volatility.
- Implementing Robust Internal Controls for Cash Security.
- Insurance and Contingency Planning for Unexpected Events.
- **Case Study:** Managing Currency Risk for an Import-Export Business.

**Module 9: Digital Tools and Automation in Cash Flow**

- Leveraging ERP Systems for Integrated Financial Management.
- Cash Management Software and Treasury Management Systems (TMS).
- Big Data Analytics for Predictive Cash Flow Insights.
- Blockchain and Emerging Technologies in Finance.
- **Case Study:** Implementing a New TMS to Centralize Cash Operations for a Multi-National Corporation.

**Module 10: Debt and Equity Financing**

- Sources of Short-Term and Long-Term Financing.
- Evaluating the Cost of Capital and Optimal Capital Structure.
- Managing Bank Relationships and Covenants.
- Debt Restructuring and Refinancing Strategies.
- **Case Study:** Advising a Mid-Sized Company on its Optimal Debt-to-Equity Ratio.

**Module 11: Corporate Governance and Ethical Cash Management**

- Role of the Board and Senior Management in Cash Flow Oversight.
- Ethical Considerations in Financial Reporting and Disclosure.
- Compliance with Regulatory Frameworks (e.g., IFRS, GAAP).
- Establishing a Culture of Financial Responsibility.
- **Case Study:** Analyzing a Company's Cash Flow Mismanagement Due to Governance Lapses.

**Module 12: Cash Flow in a Global Environment**

- Managing Cross-Border Cash Flows and International Payments.
- Understanding the Impact of Geopolitical Events on Liquidity.
- Centralized vs. Decentralized Treasury Models.
- Tax Implications of International Cash Management.
- **Case Study:** Optimizing Cash Repatriation Strategies for a Global Conglomerate.

**Module 13: Crisis Cash Flow Management & Business Continuity**

- Early Warning Signs of Financial Distress.
- Developing and Implementing Emergency Liquidity Plans.
- Strategies for Cash Preservation During Economic Downturns.

- Negotiating with Creditors and Stakeholders in a Crisis.
- **Case Study:** Navigating a Severe Cash Crunch During a Market Recession.

**Module 14: Performance Measurement & Value Creation**

- Advanced Financial Ratios for Cash Flow and Working Capital Analysis.
- Benchmarking Against Industry Best Practices.
- Connecting Cash Flow Performance to Shareholder Value.
- Continuous Improvement in Financial Processes.
- **Case Study:** Assessing the Impact of Working Capital Initiatives on Shareholder Returns.

**Module 15: Future Trends in Cash Flow Management**

- Impact of Artificial Intelligence (AI) and Machine Learning on Forecasting.
- Rise of Real-Time Payments and Instant Liquidity.
- Sustainability and ESG Factors in Financial Decision-Making.
- Cybersecurity Risks in Digital Cash Management.
- **Case Study:** Exploring the Adoption of AI-Powered Cash Flow Analytics by a Fortune 500 Company.

**Training Methodology**

This highly interactive and practical training course utilizes a blended learning approach to maximize engagement and knowledge retention.

- **Interactive Lectures and Presentations:** Clear explanations of complex financial concepts.
- **Real-World Case Studies:** In-depth analysis of actual business scenarios to apply theoretical knowledge.
- **Group Discussions and Collaborative Exercises:** Fostering peer learning and diverse perspectives.
- **Practical Workshops and Hands-on Modeling:** Building financial models and practicing analytical techniques using software (e.g., Excel).
- **Q&A Sessions:** Addressing specific challenges and clarifying doubts.
- **Role-Playing and Simulations:** Experiential learning to practice decision-making in various financial scenarios.
- **Expert Facilitation:** Led by seasoned financial professionals with extensive industry experience.

**Register as a group from 3 participants for a Discount**

**Send us an email: info@fineskilltrainingcenter.org or call** *+254769199797*

***Certification***

*Upon successful completion of this training, participants will be issued with a globally- recognized certificate.*

***Tailor-Made Course***

*We also offer tailor-made courses based on your needs.*

**Key Notes**

**a.** The participant must be conversant with English.

**b.** Upon completion of training the participant will be issued with an Authorized Training Certificate

**c.** Course duration is flexible and the contents can be modified to fit any number of days.

**d.** The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

**e.** One-year post-training support Consultation and Coaching provided after the course.

**f.** Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

## Upcoming Scheduled Sessions

| Start Date | End Date | Location | Price |
|---|---|---|---|
| **23 Nov 2026** | 04 Dec 2026 | Online | $2,000 |
| **23 Nov 2026** | 04 Dec 2026 | Physical | $3,000 |
| **23 Nov 2026** | 04 Dec 2026 | Physical | $6,000 |
| **23 Nov 2026** | 04 Dec 2026 | Physical | $6,000 |
| **23 Nov 2026** | 04 Dec 2026 | Physical | $12,000 |
| **23 Nov 2026** | 04 Dec 2026 | Physical | $9,000 |
| **23 Nov 2026** | 04 Dec 2026 | Physical | $12,000 |
| **23 Nov 2026** | 04 Dec 2026 | Physical | $12,000 |

Ready to enroll or request a customized program? Book online or contact us:

**Register Online Now**

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