



## PFT CORPORATE TRAINING SERIES

### COURSE TITLE

MANAGEMENT OF CASHFLOWS AND WORKING CAPITAL (Course code: PCTS0008)

### LEARNING OUTCOMES

By the end of the course, participants will have acquired a thorough understanding of the importance of managing working capital. They will be able to quantify key metrics related to working capital management and be able to interpret variations. This will enable identification of strengths and areas of concern within the area of working capital management and help them to initiate appropriate actions. The course will also enable participants to evaluate different working capital funding strategies that may be adopted. Further, participants will appreciate the importance of cash-flow forecasting as a tool for financial planning and control together with strategies to manage short-term and long-term cash-flows.

### COURSE CONTENT

- Understanding the basics of working capital
- Concept of over-trading and the working capital trap.
- Liquidity and working capital ratios
- Working Capital Funding – Aggressive and Defensive strategies
- Receivables Management including techniques such as factoring/invoice discounting
- Management of Inventories and Just in time systems
- Managing suppliers and using payables as a source of credit
- The purpose of cash-flow forecasting
- Practical insights into preparing cash-flow forecasts
- Managing cash-flow problems

### WHO SHOULD ATTEND?

This course is relevant to everyone involved in one or more aspects of working capital or liquidity management. Treasury or finance executives involved in cash-flow forecasting and management will find this course useful as it brings together all aspects affecting the cash-flow position of a company. Business leaders and small/medium size business owners will find the content useful in developing appropriate terms of trade and systems to manage receivables, payables, inventory and cash.

### DURATION

12 hours (this is run as 4 sessions of 3 hours each or 2 full days of 6 hours)

