



Arabian Institute For Training

Advanced Cash Flow & Working Capital Management

INTRODUCTION

- This leading edge Advanced Cash Flow and Working Capital Management seminar will provide you with not just the theory but also the practical tool kit you will need to supercharge the working capital and cash flow engine that is at the very heart of business performance and strength. There is no question that profit is a key component of long-term success and growth but business history is littered with the names of profitable companies that collapsed through lack of cash resources. Not only is cash the essential fuel that keeps the engine running – modern economic theory recognises cash flow as being the key driver of business and shareholder value.
- This very practical hands-on workshop style training course will comprehensively cover the principles of effective working capital and cash flow management and will also provide an extensive toolkit of practical methodologies for optimising each of the components of working capital and managing the other key drivers of business cash flow.

This training seminar will highlight:

- Fundamentals of accounting for cash and working capital
 - Understanding the drivers of cash flow, liquidity and solvency
 - Managing and improving operating cash flows
 - Techniques for optimising the components of working capital
 - Business funding and capital structure
 - Principles of capital investment decision-making
 - Advanced techniques for cash flow forecasting
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OBJECTIVES

- This training course has been designed to provide you with up to date knowledge and practical skills in the preparation and interpretation of public sector financial statements and budgets.

By the end of this training seminar you will have learned to:

- Master the principles of accounting for cash flow
- Develop your skills in analysing and interpreting cash flow statements
- Implement effective practical strategies for working capital optimisation
- Be proficient in capital investment evaluation methods
- Provide relevant advice on business funding strategy
- Use financial models to produce cash flow forecasts

TRAINING METHODOLOGY

- This training seminar will be structured as a highly participative workshop with formal presentations, case studies and interactive worked examples. Relevant examples and case studies illustrate the application of each of the topics covered and ample opportunities are provided to develop useful and practical cash flow management skills that can be effectively applied in your work environment.

ORGANISATIONAL IMPACT

- The organisation will benefit from the raised awareness of and practical skills applicable to cash flow and working capital management; delegates will develop and be able to effectively apply the tools and techniques for planning and managing cash flow. Benefits specifically include:
 - Raised awareness of systems accounting for cash flow and working capital
 - Ability to effectively analyse and interpret cash flow statements and reports
 - Development of strategies to reduce costs and improve operating cash flows
 - Raised awareness of key issues in business funding and capital structure
 - Application of critical analysis to capital investment decisions
 - Development of advanced cash flow forecasting skills

PERSONAL IMPACT

- Delegates will benefit from this hands-on workshop that has been designed to provide the essential theory of cash flow and working management whilst focusing heavily on building skills to use proven practical techniques to plan and manage business cash flows; capabilities that at the same time will greatly enhance their own prospects for career progression by:
 - Raising awareness of business accounting and cash flow systems
 - Communicating more effectively with commercial colleagues
 - Ability to effectively analyse and interpret cash flow statements
 - Deeper understanding of business funding strategy
 - Applying critical analysis to capital investment decisions
 - Developing practical skills for cash flow forecasting with Excel
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WHO SHOULD ATTEND?

- This training course is designed to provide useful insights and practical skills to professionals from a wide range of disciplines and industry sectors, but particularly those involved in planning, forecasting and managing business cash flow and working capital.

This training course is suitable to a wide range of professionals but will greatly benefit:

- Treasury Staff
- Commercial Managers
- Supply Chain and Procurement Team Members
- Receivables and Payables Team Members
- Planning and Budgeting Managers
- Financial and Management Accountants
- Capital Investment and Project Team Members

Course Outline

Foundation Principles

- Identifying and Meeting Stakeholder Needs
- Fundamentals of Cash Flow and Working Capital
- Principles of Business Accounting and Financial Statements
- The Vital Difference between Profit and Cash Flow
- Analysing and Interpreting the Cash Flow Statement
- The Drivers of Cash Flow, Liquidity and Solvency

Understanding and Improving Operating Cash Flow

- Understanding Cost Behaviour
- The Cost - Volume - Profit Relationship
- The Drivers of Profit and Shareholder Value
- Measuring and Managing - Return On Investment
- Measuring and Managing - Asset Management Efficiency
- A strategic Approach to Cost Reduction

Understanding and Optimising Working Capital

- How Working Capital Drives Financial Performance
 - Understanding the Working Capital Cycle
 - Practical Tools to Optimise Inventories
 - Practical Tools to Optimise Trade Receivables
 - Minimising Cash Float and Accelerating the Cash Cycle
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Understanding and Managing Business Funding and Investment

- Sources of Business Funding
- Measuring and Managing – Capital Structure and Risk
- Calculating the Cost of Capital
- Principles of Capital Budgeting
- Using Excel's Discounted Cash Flow Analysis Tools
- A Cash Flow Based Approach to Capital Investment Decision-making

Cash Flow Planning and Forecasting

- Approaches to Managing Cash Resources
 - Cash Flow Forecasting Methods
 - An Integrated Approach to Risk Management
 - Techniques for Managing Risk
 - Building a Key Driver Cash Flow Forecast
 - Sensitivity Testing Cash Flow Forecasts
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