

ADVANCED CASH FLOW & WORKING CAPITAL MANAGEMENT



GENTEX[®]
TRAINING CENTER



Introduction

Advanced Cash Flow & Working Capital Management Training Course develops finance professionals who can protect liquidity and release cash trapped inside a business. Participants work through cash flow forecasting, the cash conversion cycle, receivables, payables, and inventory management, and short-term funding as one connected treasury discipline. The programme connects analysis with the operational decisions that actually move cash. As a result, learners gain practical methods for improving liquidity without damaging relationships or growth. Furthermore, the course strengthens forecasting discipline, financial judgement, and the governance that keeps cash under control.

Advanced Cash Flow & Working Capital Management Course Objectives

- Read the cash flow statement and distinguish operating, investing, and financing flows.
- Build reliable direct and indirect cash flow forecasts.
- Measure and shorten the cash conversion cycle (CCC).
- Apply receivables management: credit policy, ageing analysis, and collection strategy.
- Optimise payables and supplier payment terms without harming relationships.
- Manage inventory levels with EOQ, safety stock, and ABC analysis.
- Calculate and interpret free cash flow (FCF) and its drivers.
- Plan short-term funding and manage the cash gap with appropriate instruments.
- Apply liquidity ratios and treasury KPIs to monitor position.
- Manage working capital risk, covenants, and treasury governance.

Course Methodology

- Interactive sessions built on treasury and working capital cases.

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- Workshops on cash forecasting, CCC analysis, and credit policy design.
- Group exercises on collection strategy, payment terms, and inventory control.
- Hands-on practice with ageing reports, EOQ models, and cash flow statements.
- Simulation of a liquidity squeeze, covenant pressure, and a negotiation on terms.
- Facilitator coaching and peer review on personal treasury plans.

Who Should Take This Course

- Treasury managers, analysts, and cash managers.
- Finance managers and financial controllers.
- Credit controllers and receivables managers.
- Procurement and payables professionals managing terms.
- Supply chain and inventory professionals.
- Business partners supporting liquidity decisions.

Advanced Cash Flow & Working Capital Management Course Outlines

Day 1: Cash Flow Fundamentals and Statement Analysis

- Why profit is not cash and why businesses fail on liquidity.
- The cash flow statement: operating, investing, and financing flows.
- Direct versus indirect cash flow presentation.
- Reconstructing cash flow from balance sheet movements.
- EBITDA, cash conversion, and earnings quality signals.





- Liquidity ratios: current, quick, and cash ratios.
- Case discussion: a profitable business that ran out of cash.

Day 2: Cash Flow Forecasting and Liquidity Planning

- Building a direct cash flow forecast from receipts and payments.
- The indirect method and reconciling profit to cash.
- Forecast horizons: weekly, monthly, rolling thirteen-week.
- Sensitivity and scenario analysis for cash forecasts.
- Minimum cash balance policy and liquidity buffers.
- Cash pooling, sweeps, and concentration structures.
- Workshop: building a rolling thirteen-week cash forecast.

Day 3: Receivables Management and Credit Control

- Credit policy design: limits, terms, and approval routes.
- Credit assessment and customer risk scoring.
- Ageing analysis and Days Sales Outstanding (DSO) measurement.
- Collection strategy, escalation ladder, and dispute handling.
- Discounts, early payment incentives, and their economic cost.
- Factoring, invoice discounting, and receivables financing.
- Exercise: designing a credit and collections improvement plan.

Day 4: Payables, Inventory, and the Cash Conversion Cycle

- Days Payable Outstanding (DPO) and payment term optimisation.
- Supplier negotiation on terms and early payment programmes.

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- Supply chain finance and reverse factoring basics.
- Inventory types, safety stock, and Days Inventory Outstanding (DIO).
- Economic order quantity (EOQ) and ABC inventory analysis.
- Computing the cash conversion cycle and targets for each component.
- Simulation: releasing cash from the CCC without damaging service.

Day 5: Funding, Risk, and Treasury Governance

- Short-term funding instruments: overdraft, revolving credit, and commercial paper.
- Matching funding maturity to working capital cycles.
- Covenant management and lender reporting.
- Free cash flow (FCF) analysis and capital allocation.
- Treasury KPIs, dashboards, and monitoring routines.
- Controls, fraud risk, bank relationship management, and treasury policy.
- Capstone: presenting a working capital and cash management plan.

Conclusion

By successfully completing Advanced Cash Flow & Working Capital Management, participants will gain a practical command of cash flow forecasting, the cash conversion cycle, receivables and payables practice, and short-term funding. They will acquire skills in liquidity planning, credit control, inventory optimisation, and treasury governance that protect cash without harming growth. Gentex Training Center designs the programme to help professionals manage liquidity with discipline.

FAQs





Q1 What is the "Advanced Cash Flow & Working Capital Management" course about?

It develops finance professionals who can protect liquidity and release cash trapped inside a business. The course spans cash flow fundamentals and statement analysis, cash flow forecasting and liquidity planning, receivables management and credit control, payables, inventory and the cash conversion cycle, and funding, risk, and treasury governance.

Q2 What are the key benefits of the "Advanced Cash Flow & Working Capital Management" course?

You gain practical methods for improving liquidity without damaging relationships or growth. The course improves forecast reliability, shortens the cash conversion cycle, strengthens credit and collection practice, and gives you treasury controls that keep cash visible and under control.

Q3 What skills will I gain from the "Advanced Cash Flow & Working Capital Management" course?

You will develop four core skills: cash flow analysis and forecasting, receivables and credit control management, payables and inventory optimisation with cash conversion cycle control, and short-term funding with treasury governance.



Q4 What tools, methods, or standards are covered in the "Advanced Cash Flow & Working Capital Management" course?

The course covers the cash flow statement with direct and indirect methods, liquidity ratios, rolling thirteen-week cash forecasting, sensitivity and scenario analysis for cash, minimum cash balance policy, cash pooling and sweeps, credit policy design and customer risk scoring, ageing analysis and Days Sales Outstanding (DSO), collection escalation ladders, factoring and invoice discounting, Days Payable Outstanding (DPO), supply chain finance and reverse factoring, Days Inventory Outstanding (DIO), economic order quantity (EOQ), ABC inventory analysis, the cash conversion cycle (CCC), short-term funding instruments, covenant management, free cash flow (FCF) analysis, treasury KPIs, and treasury policy and controls.

Q5 How is the "Advanced Cash Flow & Working Capital Management" course applied in real-world practice?

Participants apply it to real work such as building a rolling thirteen-week cash forecast, redesigning a credit and collections process, negotiating supplier payment terms, releasing cash from inventory, and preparing a treasury dashboard for executives. The same methods support covenant reporting and short-term funding decisions.