

CERTIFICATE IN OPTIMIZING WORKING CAPITAL EFFECTIVELY



GENTEX[®]
TRAINING CENTER



Introduction

Certificate in Optimizing Working Capital Effectively Training Course develops finance and operations professionals to release cash locked inside the business. Participants work through the cash conversion cycle, receivables, payables, and inventory levers, plus funding and governance as one connected discipline. The programme links each working capital component to the operational decisions that actually move it. As a result, learners gain practical methods that free cash without harming service or supplier relationships. Furthermore, the course strengthens cash analysis, cross-functional persuasion, and the measurement that shows improvement is real.

Certificate in Optimizing Working Capital Effectively Course Objectives

- Define working capital and explain its effect on liquidity and value.
- Measure and interpret the cash conversion cycle (CCC).
- Apply receivables levers: credit policy, ageing analysis, and DSO.
- Design collection strategy, escalation ladders, and dispute resolution.
- Optimise payables and payment terms with DPO analysis.
- Apply supply chain finance and reverse factoring concepts.
- Manage inventory with EOQ, safety stock, and ABC analysis.
- Apply forecasting and scenario tools to working capital planning.
- Build a working capital improvement programme with targets and owners.
- Apply governance, controls, and reporting to sustain gains.

Course Methodology

- Interactive sessions built on working capital and treasury cases.

LEARN BOLD. LEAD BEYOND

GENTEX Training Center LLC | Orlando - FL, USA
Info@gentextraining.com



- Workshops on CCC analysis, credit policy, and inventory optimisation.
- Group exercises on collection strategy, term negotiation, and improvement planning.
- Hands-on practice with ageing reports, EOQ models, and CCC dashboards.
- Simulation of a cash release programme and a supplier negotiation.
- Facilitator coaching and peer review on personal working capital plans.

Who Should Take This Course

- Treasury managers, analysts, and cash managers.
- Finance managers, controllers, and management accountants.
- Credit controllers and receivables managers.
- Procurement and payables professionals managing terms.
- Supply chain and inventory professionals.
- Consultants advising on cash and working capital improvement.

Certificate in Optimizing Working Capital Effectively Course Outlines

Day 1: Working Capital Fundamentals and the Cash Conversion Cycle

- Working capital components: receivables, payables, inventory, and cash.
- Why working capital ties up cash and reduces financial flexibility.
- Computing Days Sales Outstanding (DSO), Days Inventory Outstanding (DIO), and Days Payable Outstanding (DPO).
- Calculating and interpreting the cash conversion cycle (CCC).
- Benchmarking working capital against peers and industry norms.



LEARN BOLD. LEAD BEYOND

GENTEX Training Center LLC | Orlando - FL, USA
Info@gentextraining.com



- Linking working capital to return on capital employed (ROCE).
- Case discussion: a company rich in assets and short of cash.

Day 2: Receivables and Credit Management

- Credit policy design: limits, terms, and approval routes.
- Credit assessment and customer risk scoring.
- Ageing analysis and collection performance measurement.
- Collection strategy, escalation ladders, and dispute handling.
- Early payment discounts and their economic cost.
- Factoring, invoice discounting, and receivables financing.
- Workshop: designing a credit and collections improvement plan.

Day 3: Payables, Supply Chain Finance, and Supplier Terms

- Days Payable Outstanding (DPO) analysis and term benchmarking.
- Negotiating payment terms without damaging supply relationships.
- Early payment programmes and dynamic discounting.
- Supply chain finance and reverse factoring basics.
- Payment run discipline and on-time payment performance.
- Managing supplier risk and dependency alongside terms.
- Exercise: preparing a payables optimisation proposal.

Day 4: Inventory and Operational Working Capital

- Inventory types, safety stock, and service level trade-offs.
- Days Inventory Outstanding (DIO) and inventory turns.



LEARN BOLD. LEAD BEYOND

GENTEX Training Center LLC | Orlando - FL, USA
Info@gentextraining.com



- Economic order quantity (EOQ) and reorder point practice.
- ABC analysis and inventory segmentation.
- Demand forecasting basics for inventory planning.
- Obsolescence, slow movers, and stock reduction programmes.
- Simulation: releasing cash from inventory without harming service.

Day 5: Programme Design, Governance, and Reporting

- Building a working capital improvement programme with targets.
- Assigning owners across finance, procurement, and operations.
- Working capital forecasting and scenario planning.
- Cash release tracking, benefits realisation, and verification.
- Governance, controls, and avoiding short-term damage.
- Reporting working capital KPIs to management and the board.
- Capstone: presenting a working capital optimisation plan.

Conclusion

By successfully completing Certificate in Optimizing Working Capital Effectively, participants will gain a practical command of the cash conversion cycle, receivables and credit management, payables and supply chain finance, and inventory optimisation. They will acquire skills in cash analysis, improvement programme design, cross-functional coordination, and working capital reporting that release cash sustainably. Gentex Training Center designs the programme to help professionals turn working capital into a source of funds.





FAQs

Q1 What is the "Certificate in Optimizing Working Capital Effectively" course about?

It develops finance and operations professionals to release cash locked inside the business. The course spans working capital fundamentals and the cash conversion cycle, receivables and credit management, payables, supply chain finance and supplier terms, inventory and operational working capital, and programme design, governance, and reporting.

Q2 What are the key benefits of the "Certificate in Optimizing Working Capital Effectively" course?

You gain practical methods that free cash without harming service or supplier relationships. The course shortens the cash conversion cycle, improves credit and collection performance, sharpens payment term and inventory decisions, and gives you measurement and governance that make improvements stick.

Q3 What skills will I gain from the "Certificate in Optimizing Working Capital Effectively" course?

You will develop four core skills: cash conversion cycle analysis and working capital measurement, receivables and credit management, payables and inventory optimisation with supply chain finance, and improvement programme design with governance and reporting.



Q4 What tools, methods, or standards are covered in the "Certificate in Optimizing Working Capital Effectively" course?

The course covers Days Sales Outstanding (DSO), Days Inventory Outstanding (DIO), Days Payable Outstanding (DPO) and the cash conversion cycle (CCC), working capital benchmarking and return on capital employed (ROCE) linkage, credit policy design and customer risk scoring, ageing analysis and collection escalation ladders, early payment discount analysis, factoring and invoice discounting, dynamic discounting and supply chain finance with reverse factoring, economic order quantity (EOQ) and reorder point planning, ABC inventory analysis, demand forecasting basics, obsolescence and slow-mover management, working capital forecasting and scenario planning, benefits realisation tracking, and working capital KPI reporting.

Q5 How is the "Certificate in Optimizing Working Capital Effectively" course applied in real-world practice?

Participants apply it to real work such as measuring and shortening a company's cash conversion cycle, redesigning a credit and collections process, negotiating supplier payment terms, running a stock reduction programme, and reporting cash release benefits to the board. The same methods support working capital forecasting and cross-functional improvement governance.