

PROJECT APPRAISAL, ADVANCED CASH FLOW & WORKING CAPITAL MANAGEMENT



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TRAINING CENTER



Introduction

Project Appraisal, Advanced Cash Flow & Working Capital Management Training Course combines three financial disciplines that meet at the investment decision. Participants work through project appraisal and investment analysis, advanced cash flow forecasting, and working capital optimisation as one connected mandate. The programme links the decision to invest with the cash it consumes and the money it releases. As a result, learners gain an integrated method rather than three separate toolkits. Furthermore, the course strengthens appraisal rigour, forecast discipline, and the working capital governance that funds growth.

Project Appraisal, Advanced Cash Flow & Working Capital Management Course Objectives

- Structure a project appraisal from concept through recommendation.
- Appraise projects using payback, NPV, IRR, and profitability index.
- Apply discounted cash flow with correct discount and hurdle rates.
- Apply risk-adjusted appraisal with sensitivity, scenario, and Monte Carlo concepts.
- Build advanced direct and indirect cash flow forecasts.
- Construct rolling thirteen-week and long-horizon cash projections.
- Measure and shorten the cash conversion cycle (CCC).
- Apply receivables, payables, and inventory levers with DSO, DPO, and DIO.
- Apply supply chain finance, factoring, and early payment programmes.
- Apply cash and working capital governance, controls, and reporting.

Course Methodology

- Interactive sessions built on appraisal, cash flow, and working capital cases.
- Workshops on DCF modelling, forecast construction, and working capital analysis.

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- Group exercises on scenario appraisal, CCC release, and term negotiation.
- Hands-on practice with NPV and IRR models, rolling forecasts, and CCC dashboards.
- Simulation of an investment committee review and a cash release programme.
- Facilitator coaching and peer review on personal appraisal and cash plans.

Who Should Take This Course

- Corporate finance and investment analysts.
- Treasury managers and cash managers.
- Project finance and project controls professionals.
- Credit controllers and working capital specialists.
- FP&A and business partnering professionals.
- Consultants advising on appraisal and cash management.

Project Appraisal, Advanced Cash Flow & Working Capital Management Course Outlines

Day 1: Project Appraisal Foundations

- The appraisal process from concept to recommendation.
- Incremental cash flows and relevant cost principles.
- Sunk costs, opportunity costs, and cannibalisation.
- Payback, discounted payback, and accounting rate of return.
- Net present value (NPV) as the primary decision rule.
- Internal rate of return (IRR) and profitability index.
- Case discussion: an approved project with a negative net present value.





Day 2: Discounted Cash Flow and Risk-Adjusted Appraisal

- Cost of capital, WACC, and hurdle rate setting.
- Nominal versus real cash flows and inflation treatment.
- Terminal value and long-horizon projection.
- Sensitivity analysis and scenario switching.
- Monte Carlo simulation concepts and when they help.
- Real options thinking: defer, expand, and abandon.
- Workshop: building and defending a project appraisal model.

Day 3: Advanced Cash Flow Forecasting

- Direct forecasting from receipts and payments.
- Indirect forecasting and reconciling profit to cash.
- Rolling thirteen-week forecasts and weekly cash cycles.
- Long-horizon cash projections and funding gap analysis.
- Seasonality, payment cycles, and behavioural patterns.
- Forecast accuracy metrics and bias tracking.
- Exercise: building a rolling thirteen-week and annual cash forecast.

Day 4: Working Capital Strategy and the Cash Conversion Cycle

- Days Sales Outstanding (DSO) and credit policy design.
- Collections strategy, escalation ladders, and dispute resolution.

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- Days Payable Outstanding (DPO) and supplier term negotiation.
- Days Inventory Outstanding (DIO), EOQ, and ABC inventory analysis.
- Computing and targeting the cash conversion cycle (CCC).
- Factoring, invoice discounting, supply chain finance, and reverse factoring.
- Simulation: releasing cash from the CCC without harming service.

Day 5: Funding, Governance, and Reporting

- Matching funding maturity to cash and project cycles.
- Short-term instruments, covenants, and lender reporting.
- Working capital and cash dashboards with KPIs.
- Approval gates, segregation of duties, and payment controls.
- Post-investment review and benefits tracking.
- Reporting cash and working capital performance to the board.
- Capstone: presenting an appraisal, cash flow, and working capital plan.

Conclusion

By successfully completing Project Appraisal, Advanced Cash Flow & Working Capital Management, participants will gain a practical command of investment appraisal, discounted cash flow analysis, advanced cash forecasting, and working capital optimisation. They will acquire skills in NPV and IRR modelling, risk-adjusted appraisal, cash conversion cycle management, and funding governance that connect investment decisions to cash reality. Gentex Training Center designs the programme to help professionals appraise, fund, and optimise with confidence.





FAQs

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

It combines three financial disciplines that meet at the investment decision. The course spans project appraisal foundations, discounted cash flow and risk-adjusted appraisal, advanced cash flow forecasting, working capital strategy and the cash conversion cycle, and funding, governance and reporting.

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

You gain an integrated method rather than three separate toolkits. The course improves appraisal rigour and NPV analysis, strengthens cash forecasting and accuracy control, sharpens cash conversion cycle decisions, and gives you funding and working capital governance that protects liquidity while supporting growth.

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

You will develop four core skills: project appraisal with discounted cash flow analysis, risk-adjusted investment modelling, advanced cash flow forecasting with accuracy control, and working capital optimisation with funding and governance.



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

The course covers incremental cash flow analysis, sunk, opportunity and cannibalisation cost treatment, payback and discounted payback, accounting rate of return, net present value (NPV), internal rate of return (IRR), profitability index, cost of capital and WACC, hurdle rate setting, nominal versus real cash flows, terminal value estimation, sensitivity analysis and scenario switching, Monte Carlo simulation concepts, real options thinking, direct and indirect cash flow forecasting, rolling thirteen-week forecasts, funding gap analysis, seasonality and payment cycle analysis, forecast accuracy metrics and bias tracking, Days Sales Outstanding (DSO), credit policy design and collections escalation ladders, Days Payable Outstanding (DPO) and supplier term negotiation, Days Inventory Outstanding (DIO), economic order quantity (EOQ), ABC inventory analysis, the cash conversion cycle (CCC), factoring, invoice discounting, supply chain finance and reverse factoring, funding maturity matching, covenants and lender reporting, working capital and cash KPIs and dashboards, approval gates, segregation of duties and payment controls, and post-investment review and benefits tracking.

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

Participants apply it to real work such as building and defending a project appraisal model, running a sensitivity and scenario review on an investment, constructing a rolling thirteen-week and annual cash forecast, releasing cash from the cash conversion cycle, and presenting an appraisal and working capital plan to an investment committee. The same methods support funding decisions and post-investment reviews.