



FM188: Liquidity & Working Capital Management

Training Description:

This comprehensive five-day training course is designed to equip finance professionals, managers, and decision-makers with the knowledge and skills necessary to effectively manage liquidity and working capital. Participants will gain practical insights into optimizing cash flows, managing short-term assets and liabilities, and using financial tools and analysis to improve a company's financial agility and resilience. The course integrates case studies, hands-on activities, and real-world applications to enhance understanding.

Training Objectives:

By the end of the training, participants will be able to:

- ✓ Understand the attributes between Incidents, Emergencies and Crisis in the industry
- ✓ Understand the fundamentals and importance of liquidity and working capital
- ✓ Analyze and interpret key working capital metrics and ratio
- ✓ Identify cash flow drivers and implement strategies to improve liquidity
- ✓ Apply best practices in receivables, payables, and inventory management
- ✓ Develop policies and strategies to optimize working capital in dynamic business environments

Training Designed for:

This training course is intended for Finance Managers and Analysts, Treasury and Cash Flow Managers, Accountants and Auditors, Business Controllers and Budget Officers, Procurement and Inventory Managers, Senior Executives involved in financial decision-making and Anyone involved in financial planning and control.

Training Requirement:

"Hand's on practical sessions, equipment and software will be applied during the course if required and as per the client's request."

Contents can be adapted to your specific wishes. It is therefore possible to focus on specific modules of the training course as per client's learning needs and objectives. Further, it should be forwarded to us a month prior to the course dates.

Training Program:

DAY ONE:

- ❖ **Fundamentals of Liquidity & Working Capital**
 - Introduction to Liquidity & Working Capital
 - Importance to financial health and sustainability
 - Key components: cash, receivables, payables, inventory
 - Working capital cycle and cash conversion cycle
 - Financial ratios for liquidity assessment: current ratio, quick ratio, working capital ratio

DAY TWO:

- ❖ **Cash Flow Management & Forecasting**
 - Understanding cash flow vs profit
 - Cash flow forecasting techniques (short-term vs long-term)
 - Managing daily cash position

- Identifying cash flow leaks and inefficiencies
- Tools and technologies for liquidity monitoring
- Stress testing liquidity under different scenarios

DAY THREE:

❖ Receivables, Payables & Inventory Optimization

- Accounts receivable management strategies
 - Credit policy, collection process, aging analysis
- Accounts payable management strategies
 - Payment terms negotiation, early payment discounts
- Inventory management principles
 - EOQ, JIT, inventory turnover, stock obsolescence
- Balancing trade-offs across working capital components

DAY FOUR:

❖ Financing Working Capital & Risk Management

- Sources of working capital financing
 - Bank facilities, trade credit, factoring, supply chain finance
- Managing short-term borrowing and interest costs
- Liquidity risk management strategies
- Impact of inflation, FX, and interest rate changes on liquidity
- Role of treasury function and liquidity buffers

DAY FIVE:

❖ Strategic Working Capital Planning & Case Studies

- Aligning working capital with strategic goals
- Benchmarking and KPIs
- Designing working capital improvement plans
- Real-life case studies: success and failure stories
- Group exercise: building a working capital strategy for a business scenario
- Wrap-up, Q&A and action plan for implementation

❖ POST-ASSESSMENT and EVALUATION

Training Methodology:

This interactive training course includes the following training methodologies as a percentage of the total tuition hours:

- 30% Lectures, Concepts, Role Play
- 70% Workshops & Work Presentations, Techniques, Based on Case Studies & Practical Exercises, Gamification, Software & General Discussions
- Pre and Post Test

Training Certificate(s):

CMCT Internationally recognized certificate(s) will be issued to each participant who completed the course.

Training Fees:

TBA as per the course location) - This rate includes participant's manual, hand-outs, buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

Note: The 5% VAT (Value Added Tax), will be effective starting 01st of January 2018 as per the new regulation from the UAE Government. The VAT applies for all quotation both for local and abroad.

Group and Corporate Discounts:

- We offer group and corporate discounts on many courses. These discounts are available for clients who want to maximize their return on investment.

Individual Discounts:

- We offer individual discounts on many courses for people who are self-sponsored and make their payment in full and upfront at the time of registration

Training Timings:

Daily Timings:

07:45 - 08:00	Morning Coffee / Tea
08:00 - 10:00	First Session
10:00 - 10:20	Recess (Coffee/Tea/Snacks)
10:20 - 12:20	Second Session
12:20 - 13:00	Recess (Prayer Break & Lunch)
13:00 - 14:00	Last Session

For training registrations or in-house enquiries, please contact:

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