COURSE BROCHURE

Cash Flow and Working Capital Management

An applied course in cash flow forecasting and in managing the cash conversion cycle and liquidity to release the cash tied up in working capital.

Code	HT-FIN-107
Category	Finance & Accounting
Duration	1 week
Level	Intermediate

Introduction

An organization can report healthy profits and still fail to pay its obligations on time because cash is locked in inventory and receivables. Liquidity management has therefore become a priority for finance teams.

Objectives

- Explain the gap between accounting profit and cash flow
- Calculate the cash conversion cycle and its components and set targets
- Prepare a short-term direct cash forecast and track its accuracy
- Evaluate levers for inventory and for customer and supplier credit terms
- Set a policy for liquidity and short-term funding

Who should attend

- Treasury managers and treasury staff
- Financial controllers and accounting managers
- Financial planning analysts
- Supply chain managers responsible for inventory

Skills you will develop

- Cash flow forecasting
- Working capital management
- Cash conversion cycle analysis
- Liquidity management

Learning Outcomes

- Build a thirteen-week direct cash forecast
- Calculate the cash conversion cycle and compare it with set targets
- Estimate the cash each component could release
- Prepare a working capital improvement plan with tracking indicators

Course Outline

Day 1: Cash versus Profit

- Why profitable organizations run short of cash

- Drivers of operating cash flow
- The operating cycle and working capital

Day 2: The Cash Conversion Cycle

- Calculating days sales outstanding, days inventory and days payable
- Benchmarking and setting targets
- The cost of funds tied up in working capital

Day 3: Cash Forecasting

- The thirteen-week direct cash forecast
- Forecasting receipts and payments
- Measuring forecast accuracy and reviewing variances

Day 4: Working Capital Levers

- Inventory optimization, safety stock and economic order quantity
- Credit policy, payment terms and early payment discounts
- Supply chain finance and receivables factoring

Day 5: Liquidity and Treasury

- Short-term funding, cash pooling and investing surpluses
- Liquidity risk, cash buffers and tracking indicators
- Applied project: a working capital improvement plan backed by a thirteen-week cash forecast

Training methodology

A profitable company under liquidity pressure, solved in stages
Building a weekly cash forecast template in Excel
Simulated negotiation of payment terms with a supplier and a customer
Comparing working capital indicators across fictional companies in different sectors

Certification

Participants receive a Harbor Training Center certificate of attendance on completing the course.

Upcoming dates

City	Dates	Language	Fee
Amsterdam	11 – 15 January 2027	EN	EUR 5,500
Online	18 – 22 January 2027	AR	EUR 1,800
Istanbul	21 – 25 June 2027	EN	EUR 4,800
Dubai	28 June 2027 – 2 July 2027	AR	EUR 4,500
London	5 – 9 July 2027	EN	EUR 5,700
Amsterdam	12 – 16 July 2027	AR	EUR 5,500
Online	19 – 23 July 2027	EN	EUR 1,800

Fees are per participant.

Contact us

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To register and for details, scan the code or visit:

https://harbor4training.com/en/courses/cash-flow-working-capital