

FINANCE & ACCOUNTING | COURSE BROCHURE

Cash Flow and Working Capital Management

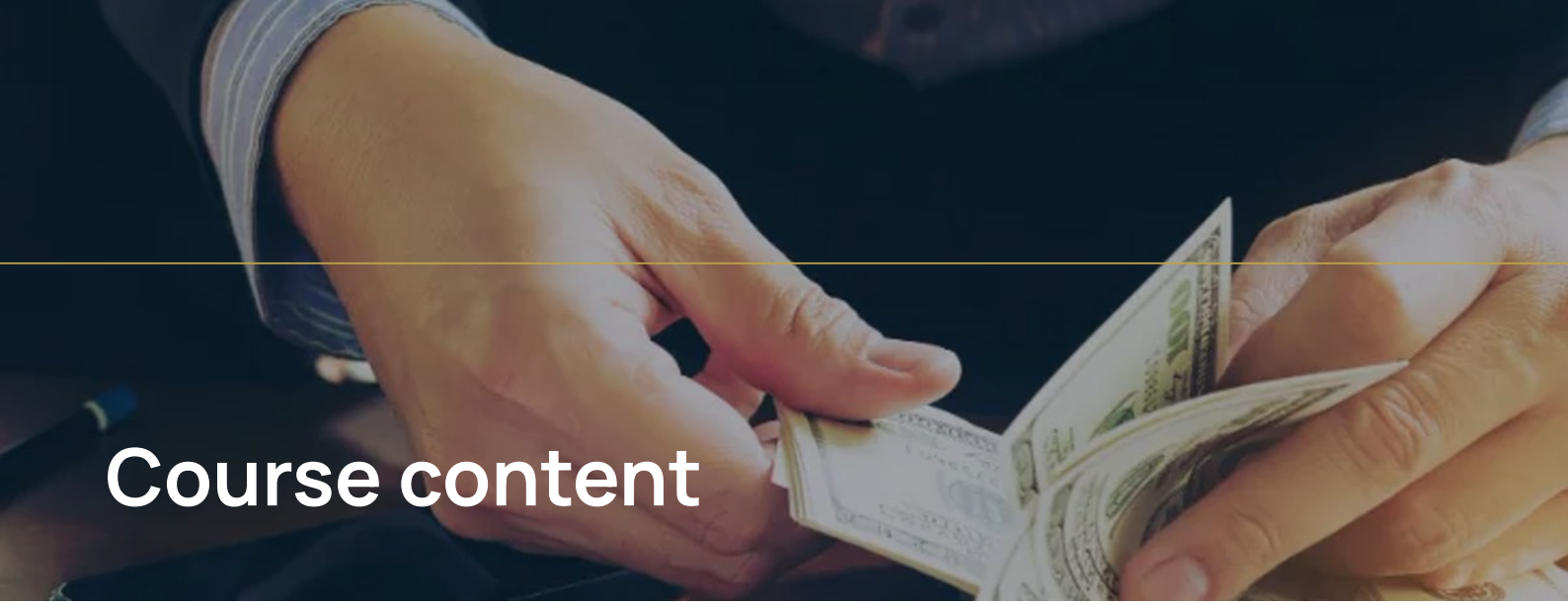
5 days | Classroom training | English

SMART HORIZON

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Course content

Why attend

This course focuses on cash flow and working capital management, equipping participants with the skills to optimise liquidity, manage short-term financing, and enhance operational efficiency. Practical applications include forecasting cash flows, analysing working capital needs, and implementing effective management strategies.

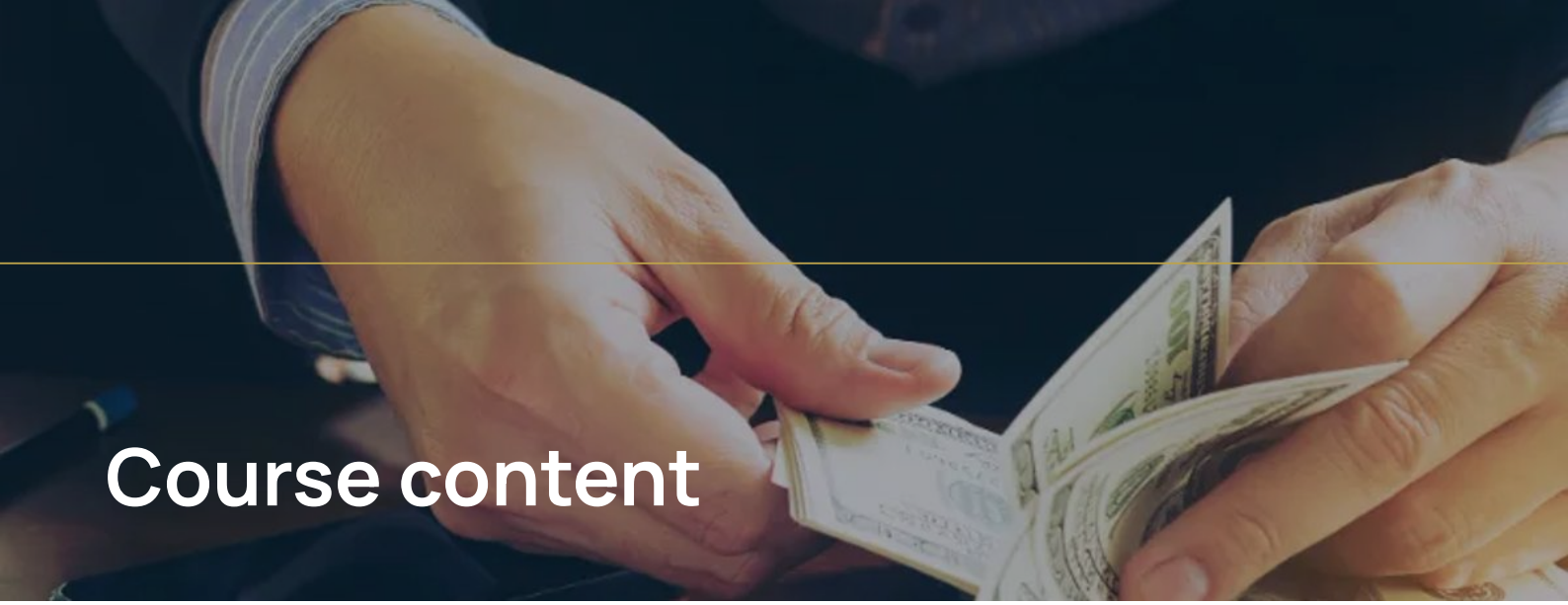
Cash flow problems can severely impact business operations and financial health, making effective management crucial for sustainability and growth. Participants will learn to identify cash flow gaps, assess working capital requirements, and implement strategies to improve liquidity. This knowledge is vital for making informed decisions regarding investments, operational adjustments, and financing options. Mastering these skills ensures organisations maintain sufficient cash flow to meet obligations, invest in opportunities, and navigate economic uncertainties effectively. Additionally, understanding cash flow dynamics allows for better stakeholder communication and enhances strategic planning capabilities, which are essential in a competitive landscape.
Effective management of working capital is essential for maximising operational efficiency and profitability. Participants will engage in practical exercises that simulate real-world scenarios, enabling them to develop actionable strategies for cash flow forecasting and working capital optimisation. This includes evaluating credit policies, managing inventory levels, and understanding the timing of cash inflows and outflows. Furthermore, participants will learn to analyse the impact of working capital decisions on overall financial performance and risk management. Ultimately, this course empowers professionals to make strategic decisions that enhance their organisation's financial resilience, operational agility, and long-term sustainability.

Professional Problems This Course Is Designed to Solve

- Cash forecasts that overlook timing and working-capital needs.
- Receivables, inventory and payables managed in isolation.
- Difficulty anticipating liquidity pressures and evaluating responses.

Course methodology

The course employs a blend of case studies, simulations, and hands-on workshops to facilitate learning. Participants will analyse real-life scenarios to identify cash flow challenges and apply financial modelling techniques to forecast cash needs. They will engage in collaborative exercises to develop working capital strategies and cash management plans. Specific exercises include creating cash flow forecasts based on historical data and developing working capital optimisation plans tailored to fictional business scenarios. The output includes detailed cash flow projections, working capital management plans, and presentations, demonstrating their understanding and application of the concepts taught. This practical approach ensures that participants can directly apply their learning to their roles, enhancing their decision-making capabilities in cash flow and working capital management.



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Course objectives

By the end of this course, participants will be able to:
• Analyse cash flow statements to identify trends and issues affecting liquidity.
• Calculate working capital requirements based on operational needs and financial metrics.
• Design cash flow forecasts for both short-term and long-term financial planning.
• Assess the impact of credit policies on cash flow and working capital management.
• Prioritise cash flow management strategies to enhance liquidity and operational efficiency.
• Construct a comprehensive working capital management plan tailored to specific business scenarios.
• Evaluate financing options for working capital needs and their implications on cash flow.

Target audience

This course is suitable for:
• Finance Managers responsible for cash management and liquidity.
• Accountants involved in financial reporting and analysis.
• Business Owners seeking to improve financial health and operational efficiency.
• Financial Analysts focusing on operational efficiency and profitability.

Target competencies

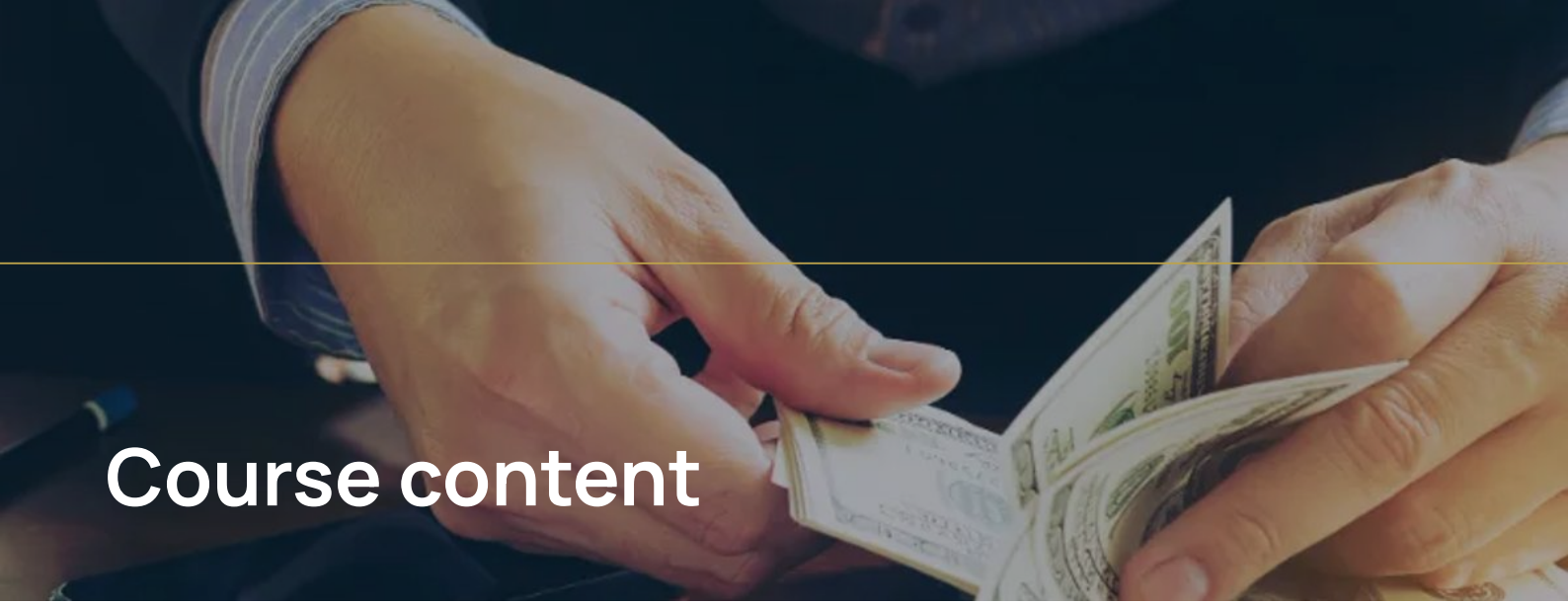
Participants will develop competencies in:
• Developing cash flow forecasting models for strategic planning.
• Implementing effective credit control measures to enhance cash flow.
• Optimising inventory management practices for cash flow improvement.
• Evaluating financing options for working capital needs and liquidity.
• Conducting liquidity analysis for informed decision-making.
• Creating actionable working capital strategies to support business objectives.

Course outline

Day 1: Understanding Cash Flow Fundamentals

Applied activity: Participants will review a fictional company's cash flow statement to identify key trends and potential issues affecting liquidity. They will discuss findings in small groups, propose initial strategies for improvement, and prepare to present their recommendations.
Output: A summary report detailing identified cash flow issues and proposed strategies for improvement.

09:00–09:54	Defining cash flow and its critical role in business operations and sustainability.



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09:54–10:48	Identifying sources and uses of cash in a business context.
10:48–11:00	Exploring the cash conversion cycle and its components, including inventory and receivables.
11:00–11:30	**Coffee break**
11:30–12:12	Exploring the cash conversion cycle and its components, including inventory and receivables. (continued)
12:12–13:06	Analysing cash flow statements using both direct and indirect methods for insights.
13:06–14:00	Understanding the implications of cash flow on business growth and financial health.

Day 2: Working Capital Analysis and Management

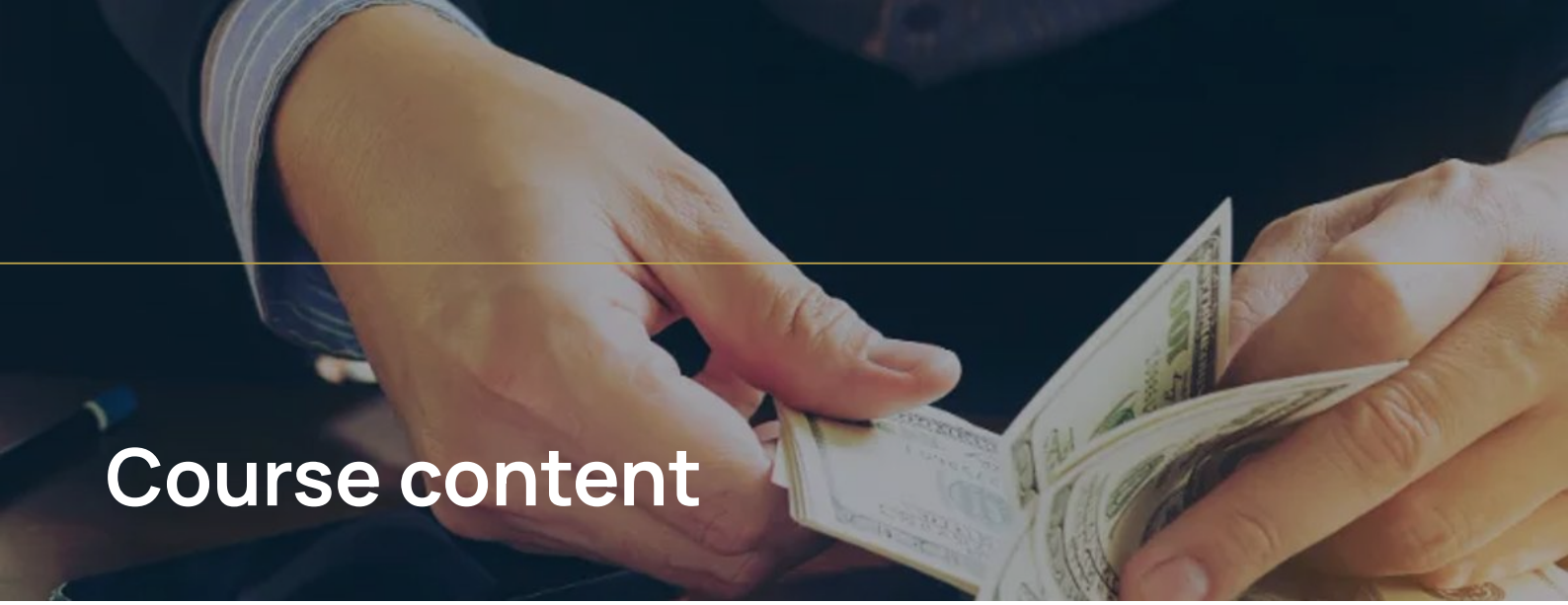
Applied activity: Participants will analyse a case study of a company facing working capital challenges. They will calculate key ratios, identify underlying issues, and propose actionable solutions to improve the working capital position, preparing to present their findings.
Output: A presentation outlining the analysis and proposed working capital management strategies.

09:00–09:54	Defining working capital and its components: current assets and current liabilities.
09:54–10:48	Calculating working capital ratios, such as the current ratio and quick ratio, and their significance.
10:48–11:00	Assessing the impact of working capital on operational efficiency and profitability.
11:00–11:30	**Coffee break**
11:30–12:12	Assessing the impact of working capital on operational efficiency and profitability. (continued)
12:12–13:06	Identifying common working capital challenges in various business scenarios.
13:06–14:00	Exploring strategies for optimising working capital management to enhance liquidity.

Day 3: Cash Flow Forecasting Techniques

Applied activity: In groups, participants will create a cash flow forecast for a fictional business using historical data and assumptions about future cash flows. They will present their forecasts to the class, explaining the rationale behind their assumptions and calculations.
Output: A detailed cash flow forecast document with supporting assumptions and justifications.

09:00–09:54	Understanding the purpose and importance of cash flow forecasting in financial management.
09:54–10:48	Exploring different forecasting methods: historical analysis, predictive modelling, and scenario-based forecasting.



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10:48–11:00	Developing cash flow forecasts for short-term operational needs and long-term strategic planning.
11:00–11:30	**Coffee break**
11:30–12:12	Developing cash flow forecasts for short-term operational needs and long-term strategic planning. (continued)
12:12–13:06	Identifying key assumptions and variables that influence cash flow forecasting accuracy.
13:06–14:00	Utilising software tools and templates for effective cash flow management and forecasting.

Day 4: Implementing Effective Cash Management Strategies

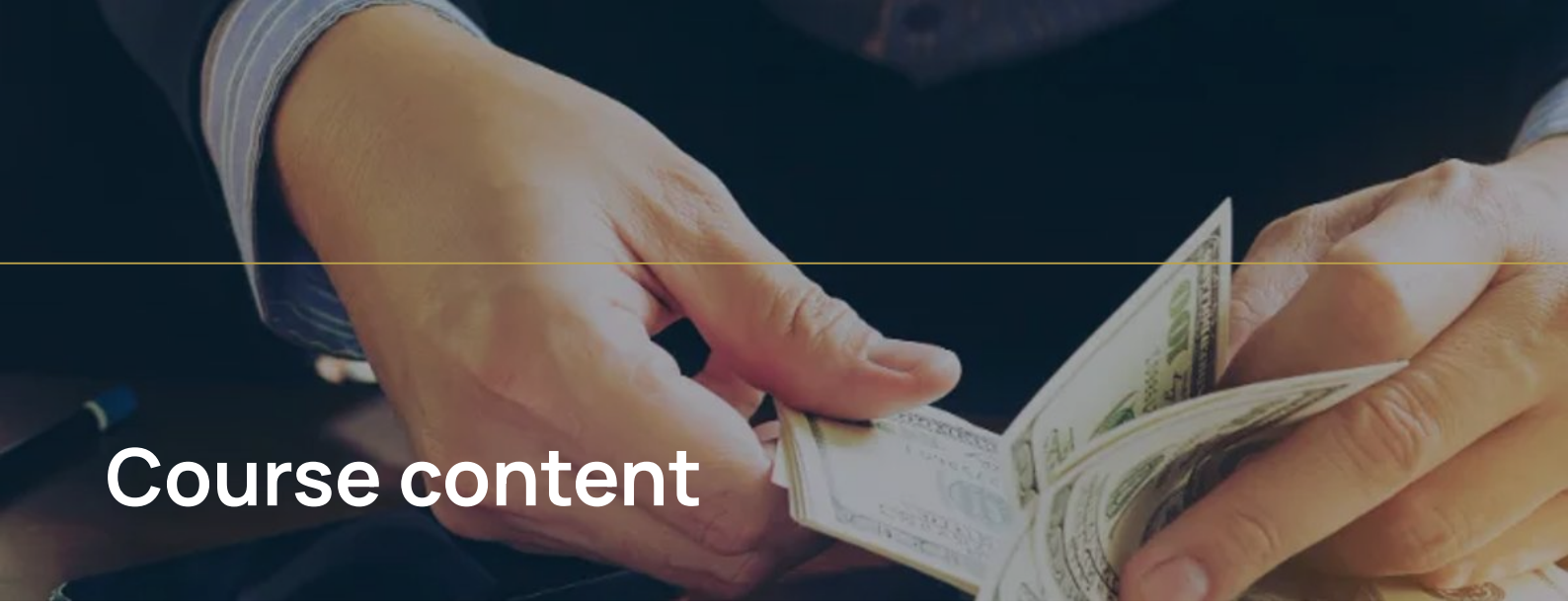
Applied activity: Participants will develop a cash management strategy for a fictional company, considering its unique cash flow challenges and operational needs. They will present their strategy to the group, highlighting key components and expected outcomes.
Output: A comprehensive cash management strategy document outlining key recommendations.

09:00–09:54	Exploring cash management techniques: maintaining cash reserves, investment strategies, and financing options.
09:54–10:48	Assessing the role of credit policies in cash flow management and their impact on working capital.
10:48–11:00	Identifying strategies for reducing cash flow gaps and improving overall liquidity.
11:00–11:30	**Coffee break**
11:30–12:12	Identifying strategies for reducing cash flow gaps and improving overall liquidity. (continued)
12:12–13:06	Understanding the impact of payment terms on cash flow and supplier relationships.
13:06–14:00	Evaluating cash management tools and technologies to streamline processes and enhance visibility.

Day 5: Integrated Cash Flow and Working Capital Management

Applied activity: Participants will work in teams to create an integrated cash flow and working capital management plan for a fictional company. They will incorporate all elements learned throughout the course and present their plan to a panel for evaluation.
Output: An integrated cash flow and working capital management plan, including performance metrics and implementation steps.

09:00–09:54	Combining cash flow and working capital management for overall financial health and stability.
09:54–10:48	Assessing the interdependencies between cash flow and working capital in decision-making processes.



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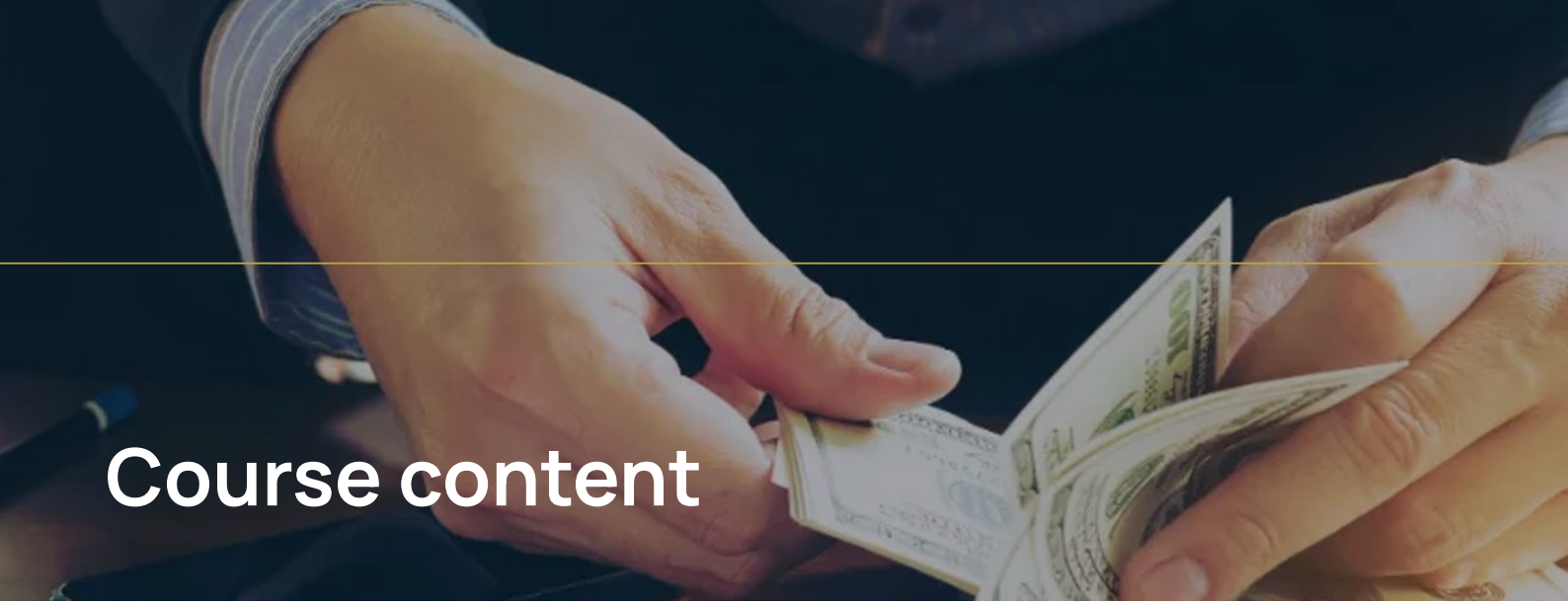
10:48–11:00	Developing an integrated financial management plan that aligns cash flow with working capital needs.
11:00–11:30	**Coffee break**
11:30–12:12	Developing an integrated financial management plan that aligns cash flow with working capital needs. (continued)
12:12–13:06	Implementing continuous improvement practices in cash and working capital management.
13:06–14:00	Measuring the effectiveness of cash flow and working capital strategies through key performance indicators.

The timings provided are estimates and may vary depending on the number of participants and the discussions taking place during the sessions. They are indicative only and do not constitute a binding commitment.

Dates, venues and fees

Current published course plans. Fees are per participant in EUR, excluding unconfirmed taxes.

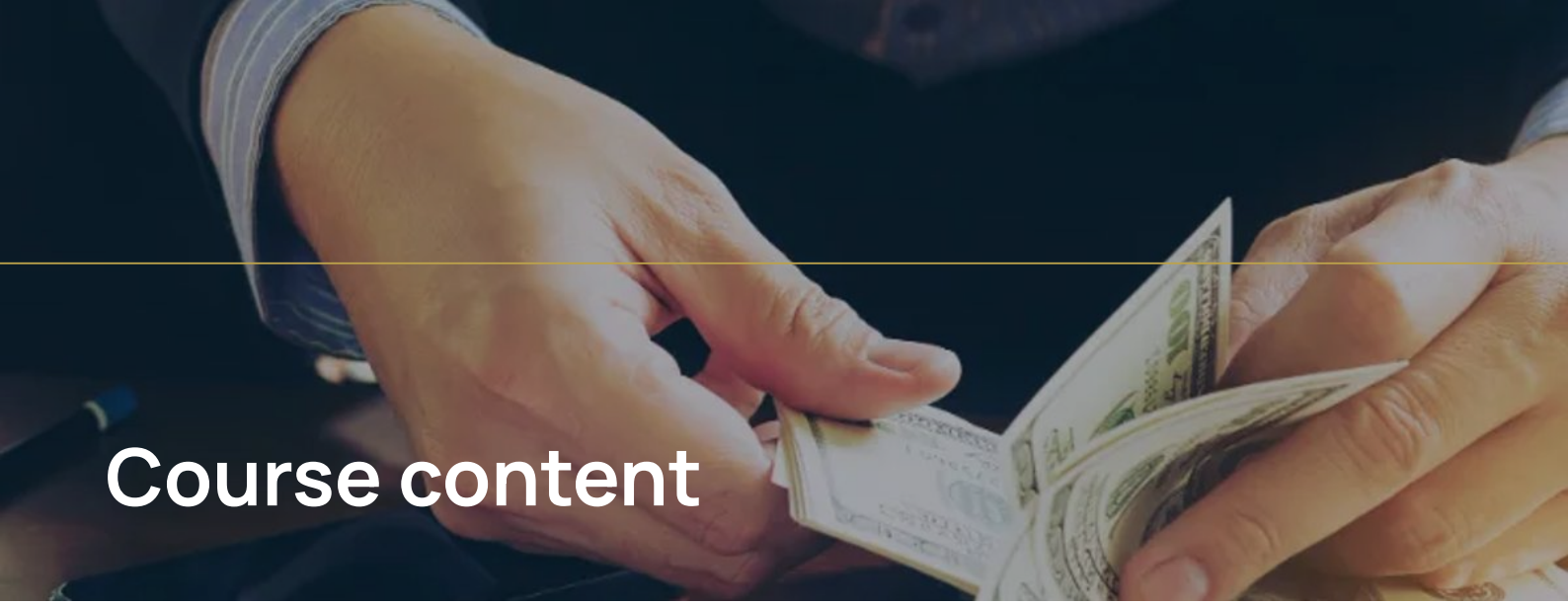
Venue	Start date	End date	Fee (EUR)
Dubai Confirmed dates	16 Nov 2026	20 Nov 2026	**€3,150.-**
Online Confirmed dates	16 Nov 2026	20 Nov 2026	**€1,250.-**
Rome Confirmed dates	30 Nov 2026	4 Dec 2026	**€2,450.-**
Online Confirmed dates	30 Nov 2026	4 Dec 2026	**€1,250.-**
Frankfurt Confirmed dates	7 Dec 2026	11 Dec 2026	**€2,650.-**



Course content

Dates, venues and fees (continued)

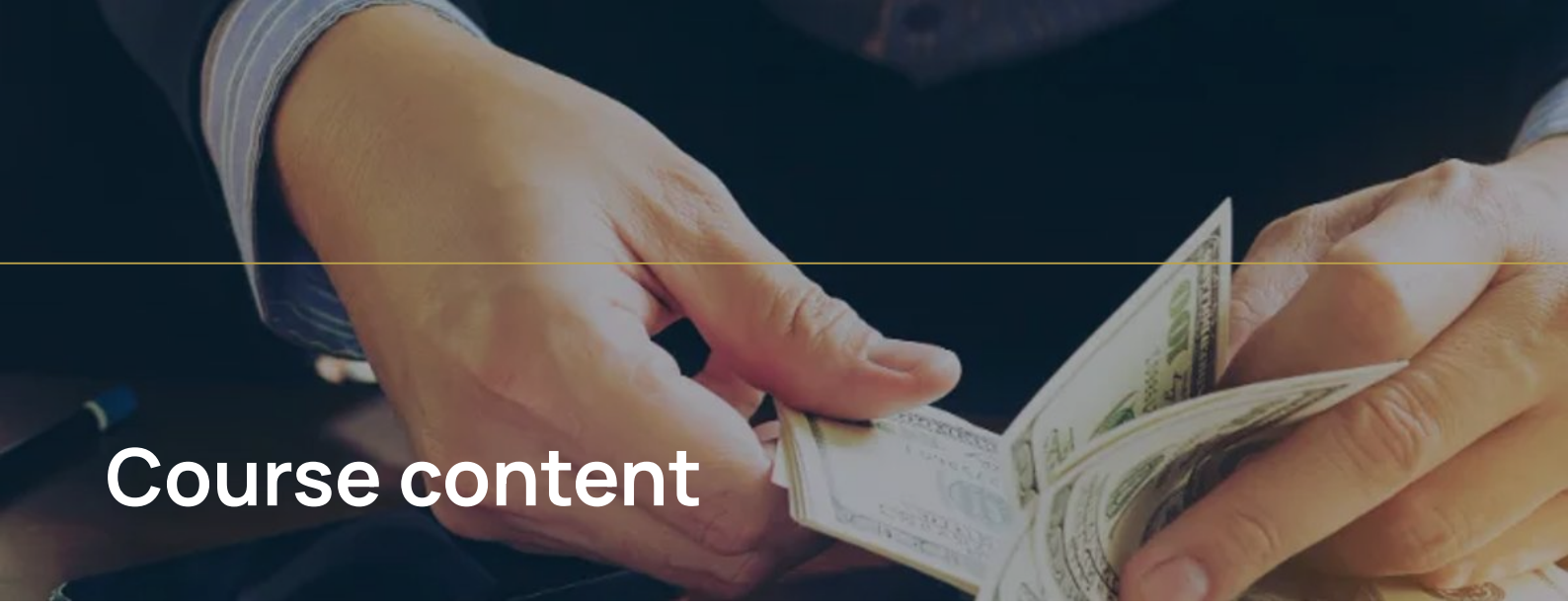
Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	7 Dec 2026	11 Dec 2026	**€1,250.-**
Kuala Lumpur Confirmed dates	14 Dec 2026	18 Dec 2026	**€1,450.-**
Online Confirmed dates	14 Dec 2026	18 Dec 2026	**€1,250.-**
Paris Confirmed dates	4 Jan 2027	8 Jan 2027	**€2,860.-**
Online Confirmed dates	4 Jan 2027	8 Jan 2027	**€1,250.-**
Istanbul Confirmed dates	18 Jan 2027	22 Jan 2027	**€2,650.-**
Online Confirmed dates	18 Jan 2027	22 Jan 2027	**€1,250.-**
Amsterdam Confirmed dates	1 Feb 2027	5 Feb 2027	**€2,540.-**
Online Confirmed dates	1 Feb 2027	5 Feb 2027	**€1,250.-**



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Dates, venues and fees (continued)

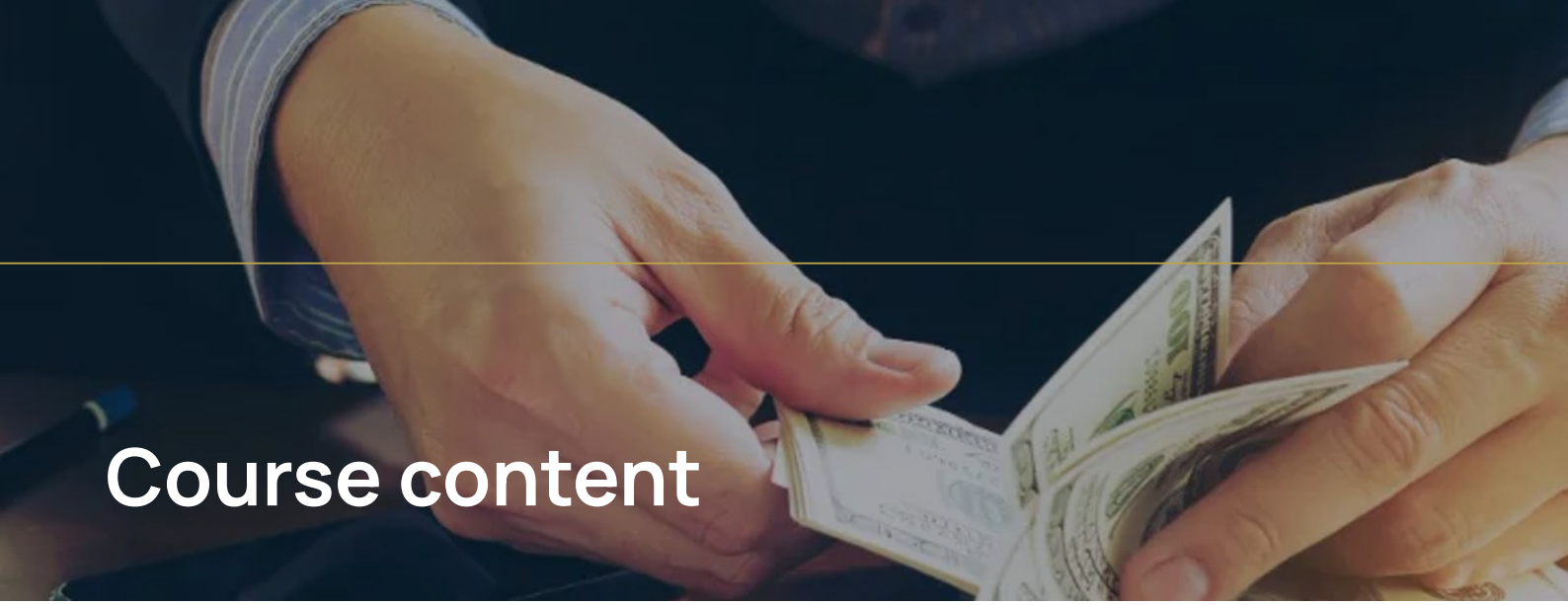
Venue	Start date	End date	Fee (EUR)
Singapore Confirmed dates	15 Feb 2027	19 Feb 2027	**€2,820.-**
Online Confirmed dates	15 Feb 2027	19 Feb 2027	**€1,250.-**
London Confirmed dates	1 Mar 2027	5 Mar 2027	**€2,450.-**
Online Confirmed dates	1 Mar 2027	5 Mar 2027	**€1,250.-**
Cape Town Confirmed dates	8 Mar 2027	12 Mar 2027	**€1,890.-**
Online Confirmed dates	8 Mar 2027	12 Mar 2027	**€1,250.-**
Dubai Confirmed dates	15 Mar 2027	19 Mar 2027	**€3,150.-**
Online Confirmed dates	15 Mar 2027	19 Mar 2027	**€1,250.-**
Frankfurt Confirmed dates	5 Apr 2027	9 Apr 2027	**€2,650.-**



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Dates, venues and fees (continued)

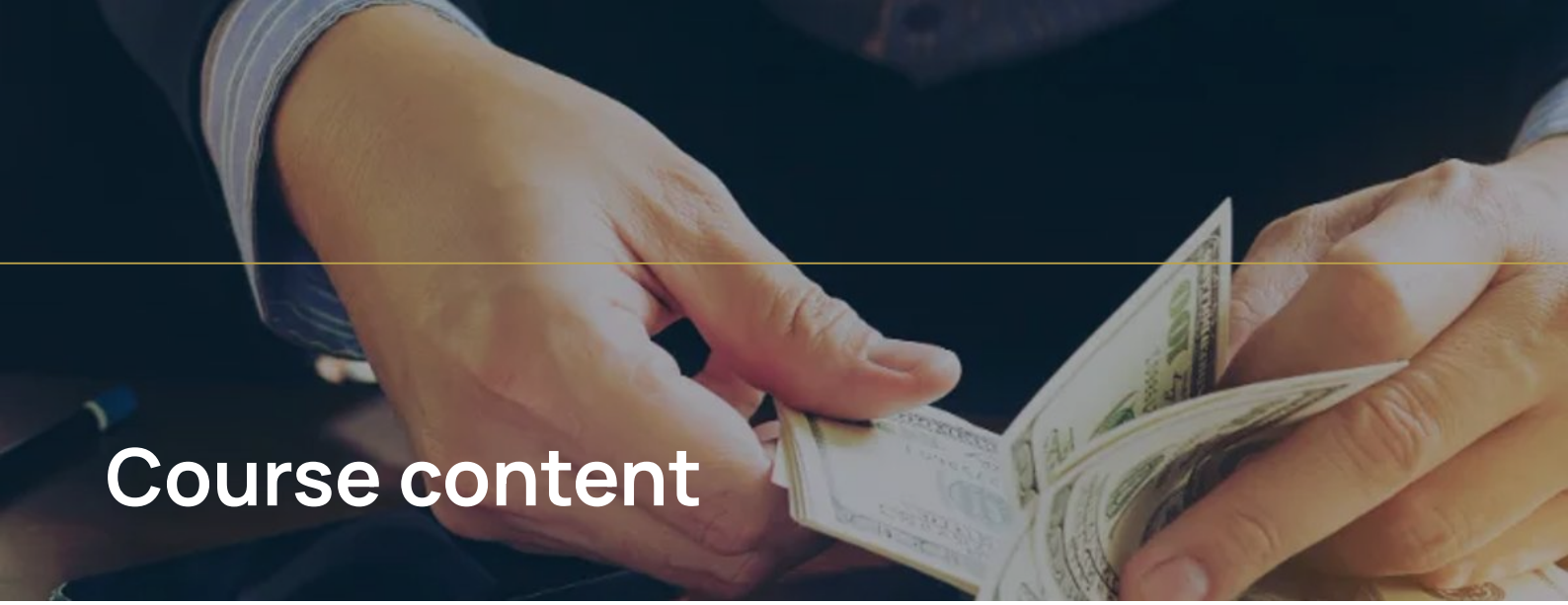
Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	5 Apr 2027	9 Apr 2027	**€1,250.-**
Kuala Lumpur Confirmed dates	19 Apr 2027	23 Apr 2027	**€1,450.-**
Online Confirmed dates	19 Apr 2027	23 Apr 2027	**€1,250.-**
Paris Confirmed dates	3 May 2027	7 May 2027	**€2,860.-**
Online Confirmed dates	3 May 2027	7 May 2027	**€1,250.-**
Rome Confirmed dates	10 May 2027	14 May 2027	**€2,450.-**
Online Confirmed dates	10 May 2027	14 May 2027	**€1,250.-**
Istanbul Confirmed dates	17 May 2027	21 May 2027	**€2,650.-**
Online Confirmed dates	17 May 2027	21 May 2027	**€1,250.-**



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Dates, venues and fees (continued)

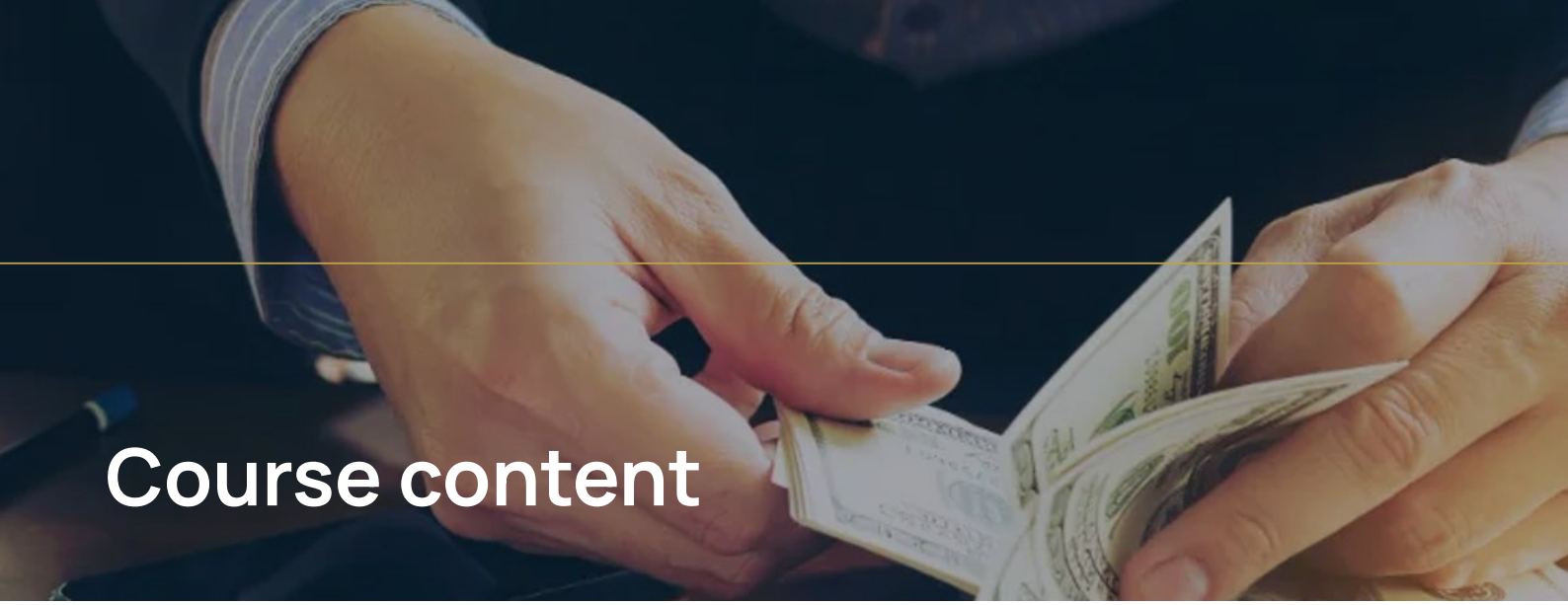
Venue	Start date	End date	Fee (EUR)
Amsterdam Confirmed dates	7 Jun 2027	11 Jun 2027	**€2,540.-**
Online Confirmed dates	7 Jun 2027	11 Jun 2027	**€1,250.-**
Singapore Confirmed dates	21 Jun 2027	25 Jun 2027	**€2,820.-**
Online Confirmed dates	21 Jun 2027	25 Jun 2027	**€1,250.-**
London Confirmed dates	5 Jul 2027	9 Jul 2027	**€2,450.-**
Online Confirmed dates	5 Jul 2027	9 Jul 2027	**€1,250.-**
Barcelona Confirmed dates	12 Jul 2027	16 Jul 2027	**€2,840.-**
Online Confirmed dates	12 Jul 2027	16 Jul 2027	**€1,250.-**
Dubai Confirmed dates	19 Jul 2027	23 Jul 2027	**€3,150.-**



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Dates, venues and fees (continued)

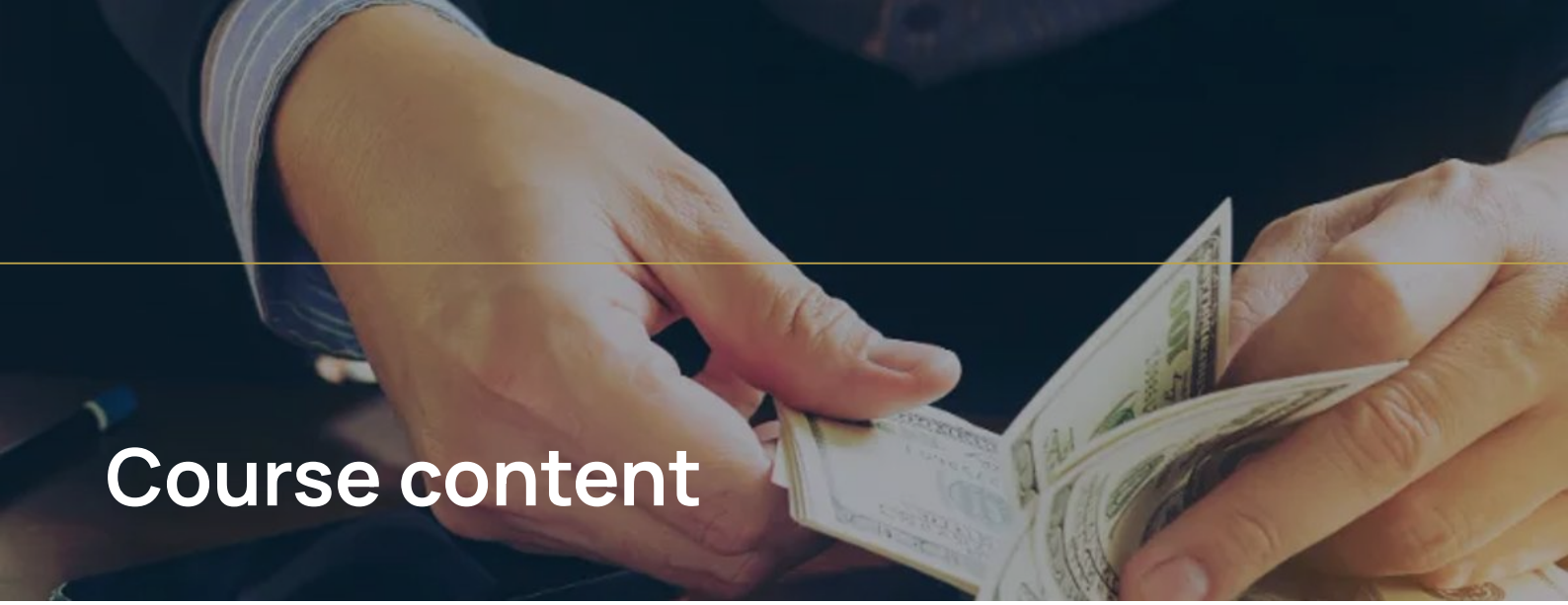
Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	19 Jul 2027	23 Jul 2027	**€1,250.-**
Frankfurt Confirmed dates	2 Aug 2027	6 Aug 2027	**€2,650.-**
Online Confirmed dates	2 Aug 2027	6 Aug 2027	**€1,250.-**
Kuala Lumpur Confirmed dates	16 Aug 2027	20 Aug 2027	**€1,450.-**
Online Confirmed dates	16 Aug 2027	20 Aug 2027	**€1,250.-**
Paris Confirmed dates	6 Sept 2027	10 Sept 2027	**€2,860.-**
Online Confirmed dates	6 Sept 2027	10 Sept 2027	**€1,250.-**
Cape Town Confirmed dates	13 Sept 2027	17 Sept 2027	**€1,890.-**
Online Confirmed dates	13 Sept 2027	17 Sept 2027	**€1,250.-**



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Dates, venues and fees (continued)

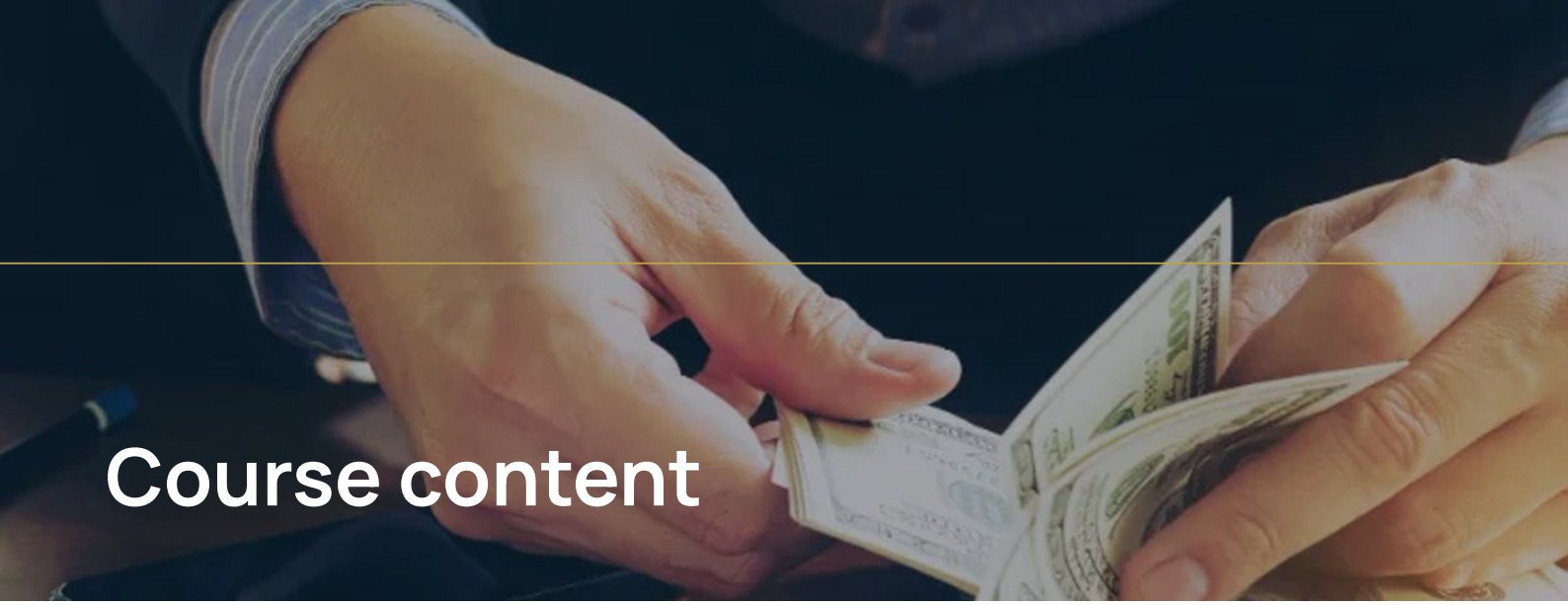
Venue	Start date	End date	Fee (EUR)
Istanbul Confirmed dates	20 Sept 2027	24 Sept 2027	**€2,650.-**
Online Confirmed dates	20 Sept 2027	24 Sept 2027	**€1,250.-**
Amsterdam Confirmed dates	4 Oct 2027	8 Oct 2027	**€2,540.-**
Online Confirmed dates	4 Oct 2027	8 Oct 2027	**€1,250.-**
Singapore Confirmed dates	18 Oct 2027	22 Oct 2027	**€2,820.-**
Online Confirmed dates	18 Oct 2027	22 Oct 2027	**€1,250.-**
London Confirmed dates	1 Nov 2027	5 Nov 2027	**€2,450.-**
Online Confirmed dates	1 Nov 2027	5 Nov 2027	**€1,250.-**
Vienna Confirmed dates	8 Nov 2027	12 Nov 2027	**€2,940.-**



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Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	8 Nov 2027	12 Nov 2027	**€1,250.–**
Dubai Confirmed dates	15 Nov 2027	19 Nov 2027	**€3,150.–**
Online Confirmed dates	15 Nov 2027	19 Nov 2027	**€1,250.–**
Frankfurt Confirmed dates	6 Dec 2027	10 Dec 2027	**€2,650.–**
Online Confirmed dates	6 Dec 2027	10 Dec 2027	**€1,250.–**
Kuala Lumpur Confirmed dates	13 Dec 2027	17 Dec 2027	**€1,450.–**
Online Confirmed dates	13 Dec 2027	17 Dec 2027	**€1,250.–**



Course content

Plan your next step

Dates, availability, exact venue, taxes, inclusions and payment terms require written confirmation. This brochure is not a quotation, registration, booking confirmation or visa invitation. Participants receive a Smart Horizon certificate of attendance; programmes are not externally accredited and do not award a professional qualification or designation. Confirm arrangements before booking travel.

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