



# Advanced Cash Flow and Working Capital Management

**DURATION**

5 days

**CONTACT HOURS**

30

**LEVEL**

Advanced

**FEE PER DELEGATE**

US\$1,500

Releasing cash already inside the business, and knowing which lever to pull without breaking something else.

Working capital programmes usually move the problem rather than solve it. Receivable days fall because collections pressured customers who then ordered less. Payable days rise because suppliers were paid late and repriced. Inventory falls and the stockouts arrive a quarter later. Every lever has a cost somewhere else, and the useful skill is knowing where before pulling it. This week quantifies the cash in each component, models the trade off, and builds a programme with the second order effects accounted for rather than discovered.

Available as classroom, in house.

## Who it is for

Financial controllers and finance managers, treasury staff, credit and collections managers, and supply chain managers whose decisions drive inventory.

## What you will be able to do

- Quantify the cash tied up in each component of working capital.
- Model what a working capital improvement costs elsewhere in the business.
- Build a collections approach that does not cost revenue.
- Set inventory policy from service level and variability rather than from a target.
- Forecast cash well enough to borrow less.

## The outline

#### DAY 1

### Where the cash is

The cash conversion cycle, measured rather than quoted · Benchmarking against the industry and against your own history · Seasonality, and the peak that determines the facility · Cash released once, against cash released permanently

#### DAY 2

### Receivables

Credit assessment before the sale rather than after it · Terms, and the ones the sales function has been granting · Collections that keep the customer · Disputes and deductions as a process failure

#### DAY 3

### Inventory

Service level, variability, and the stock it actually requires · Slow moving and obsolete, recognised honestly · Consignment, vendor managed, and the risk transferred · Where a stockout costs more than the stock

#### DAY 4

### Payables and funding

Extending terms without being repriced · Supply chain finance, costed against the alternative · Matching funding to the cycle rather than to the calendar · Covenant headroom as a constraint on the plan

#### DAY 5

### Running a programme

Targets by component, with owners outside finance · Measuring cash released rather than ratio movement · The second order effects, watched for deliberately · Holding the improvement after the programme ends

## What you leave with

- A working capital analysis of the delegate's own business, by component.
- A costed improvement plan with the second order effects stated.
- A cash forecast tied to the drivers the plan is meant to move.

## Published dates

| DATES                               | WHERE             | FEE       |
|-------------------------------------|-------------------|-----------|
| 23 to 27 November 2026              | Nairobi, Kenya    | US\$1,500 |
| 30 November 2026 to 4 December 2026 | Accra, Ghana      | US\$1,500 |
| 7 to 11 December 2026               | Windhoek, Namibia | R15,000   |
| 14 to 18 December 2026              | Maseru, Lesotho   | R15,000   |

Fees are per delegate and cover all expenses arranged by the delegate. Reg

## Register or ask a question

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