



Consulting and Training | Reach New Heights

Course Name

Certificate in Working Capital Management

Sector Name

Internationally Certified Training Programs

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Certificate in Working Capital Management

Course Introduction

Efficient working capital management is essential for maintaining liquidity, supporting business growth, and improving profitability. Organizations that successfully manage their cash conversion cycles can reduce reliance on external financing, strengthen cash flow stability, and enhance operational efficiency. In contrast, weak working capital discipline can lead to cash shortages, higher funding costs, and increased financial risk.

To help organizations strengthen this critical area, **BOOST** Consulting & Training has developed the Certificate in Working Capital Management program. This course provides participants with practical knowledge, tools, and techniques to optimize working capital components, improve cash flow performance, and enhance financial resilience.

The program focuses on managing receivables, payables, inventory, and cash, while promoting stronger coordination between finance, procurement, sales, and operations. Participants will learn how to improve the cash conversion cycle (CCC), develop effective credit and collection strategies, implement supplier payment optimization, strengthen inventory discipline, and monitor working capital performance using KPIs and dashboards.

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Certificate in Working Capital Management

Target Audience

- ✓ Finance managers and financial controllers
- ✓ Accounts receivable and accounts payable supervisors
- ✓ Treasury and cash management professionals
- ✓ Procurement and supply chain managers
- ✓ Operations managers involved in inventory planning
- ✓ Business unit finance partners and analysts
- ✓ Professionals seeking to improve organizational cash flow and liquidity performance

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Learning Objectives

- ✓ Understand the concept, importance, and key drivers of working capital performance
- ✓ Analyze working capital components (accounts receivable, accounts payable, inventory, and cash) and their business impact
- ✓ Measure working capital efficiency using CCC, DSO, DPO, and DIO indicators
- ✓ Improve accounts receivable through stronger credit policies and collection strategies
- ✓ Optimize accounts payable while maintaining supplier relationships and proper governance
- ✓ Enhance inventory efficiency by reducing slow-moving stock and improving planning accuracy
- ✓ Identify cash leakage areas and implement working capital improvement initiatives
- ✓ Build working capital reporting dashboards and monitor performance consistently
- ✓ Align working capital management with liquidity goals and overall organizational strategy

Certificate in Working Capital Management

Course Outline

✓ DAY 01

Working Capital Fundamentals and Performance Measurement (CCC & KPIs)

- ✓ Introduction to working capital and liquidity management
- ✓ Components of working capital and their interdependencies
- ✓ Understanding the cash conversion cycle (CCC)
- ✓ Key performance indicators: DSO, DPO, DIO, and cash ratios
- ✓ Benchmarking and identifying working capital gaps
- ✓ Linking working capital performance to profitability and risk

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Course Outline

✓ Day 02

Accounts Receivable Management: Credit Risk and Collections

- ✓ Role of credit management in working capital optimization
- ✓ Establishing credit policies and customer risk assessment
- ✓ Credit limits, terms, and approval processes
- ✓ Invoicing accuracy and dispute management
- ✓ Collection strategies and escalation techniques
- ✓ Monitoring aging reports and reducing overdue balances

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Course Outline

✓ Day 03

Accounts Payable Optimization and Supplier Payment Strategies

- ✓ Balancing liquidity with supplier relationships
- ✓ Payment terms negotiation and extension strategies
- ✓ Payment scheduling and cash outflow planning
- ✓ Early payment discounts and dynamic discounting
- ✓ Strengthening AP controls and preventing duplicate or fraudulent payments
- ✓ Managing supplier risks and dependency

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Course Outline

✓ Day 04

Inventory Management and Working Capital Efficiency Improvement

- ✓ Inventory's impact on working capital and cash flow
- ✓ Inventory classification and control techniques (ABC analysis)
- ✓ Managing safety stock and reorder levels
- ✓ Reducing obsolete and slow-moving inventory
- ✓ Coordination between finance, procurement, and operations
- ✓ Technology and data analytics in inventory optimization

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Course Outline

✓ Day 05

Integrated Working Capital Strategy, Cash Flow Planning, and Sustainability

- ✓ Developing an integrated working capital improvement roadmap
- ✓ Cross-functional collaboration and governance structures
- ✓ Forecasting cash flow based on working capital drivers
- ✓ Scenario analysis and stress testing liquidity
- ✓ Building working capital dashboards and management reports
- ✓ Sustaining improvements through policies, KPIs, and accountability

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
May 24, 2027	May 28, 2027	5 days	4250.00 \$	UAE , Dubai

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