Mastering Debtor and Working Capital Management Strategies

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Milan (Italy)



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Why This Course

Effective working capital management is essential for maintaining liquidity, supporting daily operations, and ensuring financial stability. Organizations that manage receivables, inventory, and payables efficiently can improve cash flow, reduce financial risk, and strengthen overall business performance. Poor management of working capital, on the other hand, can lead to cash shortages, operational inefficiencies, and increased financing costs.

This intensive 1-week program is designed to help finance professionals and business managers develop practical strategies for managing debtors and optimizing working capital. Participants will explore the key components of working capital, learn how to improve cash flow cycles, and apply techniques for managing receivables, inventory, and liquidity effectively. Through practical examples and real-world scenarios, the course provides the tools needed to strengthen financial control and support sustainable business growth.

What You'll Learn and Practice

By participating in this program, you will:

- Understand the structure and components of working capital.
- Develop effective debtor management and credit control strategies.
- Improve cash flow through better management of receivables and inventory.
- Analyze working capital performance using financial ratios and metrics.
- Apply risk management techniques in credit and liquidity decisions.
- Develop strategies to optimize working capital across business operations.

The Program Flow

Day 1: Introduction to Working Capital Management

- Understanding the key components of working capital.
- Exploring the relationship between working capital and business performance.
- Reviewing working capital ratios and performance indicators.
- Analyzing the cash conversion cycle and liquidity position.



Day 2: Debtor Management Strategies

- Designing and implementing effective credit policies.
- Managing accounts receivable efficiently.
- Developing collection strategies to reduce overdue accounts.
- Assessing and mitigating customer credit risk.

Day 3: Inventory and Supply Chain Management

- Applying techniques to optimize inventory levels.
- Improving supply chain efficiency to support working capital goals.
- Understanding Just-in-Time JIT inventory management.
- Reviewing inventory valuation methods and their financial impact.

Day 4: Cash and Liquidity Management

- Developing accurate cash flow forecasts and budgets.
- Evaluating short-term financing options for working capital needs.
- Managing surplus cash through short-term investment strategies.
- Designing effective working capital financing solutions.

Day 5: Advanced Working Capital Optimization

- Managing working capital during mergers and acquisitions.
- Addressing challenges in international working capital management.
- Leveraging technology and automation in working capital processes.
- Developing a comprehensive working capital optimization strategy.

Individual Impact

- Strengthen expertise in debtor and working capital management.
- Improve analytical skills for assessing financial performance.
- Gain practical knowledge in credit risk assessment and cash flow planning.
- Develop confidence in implementing working capital improvement strategies.

Work Impact

- Improve organizational liquidity and cash flow management.
- Reduce financial risks associated with poor debtor management.
- Enhance efficiency in inventory and supply chain operations.
- Support better financial planning and operational decision-making.



Training Methodology

This program combines financial management frameworks with practical learning activities to ensure participants gain applicable skills. Training methods include:

- Interactive workshops and guided discussions.
- Case studies on working capital optimization strategies.
- Practical exercises in cash flow forecasting and ratio analysis.
- Group activities focused on debtor management and credit control.
- Demonstrations of financial tools used in working capital analysis.

Beyond the Course

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

- Implement effective debtor management strategies to improve cash flow.
- Optimize inventory and supply chain processes to reduce costs.
- Apply financial metrics to monitor working capital performance.
- Develop comprehensive strategies to strengthen working capital management across their organization.

