



*Conference:  
Advanced Cash Flow & Working Capital  
Management*

*17 - 21 August 2026  
Trabzon (Turkey)*

## Conference: Advanced Cash Flow & Working Capital Management

Conference code: CO8181 From: 17 - 21 August 2026 Venue: Trabzon (Turkey) - Conference Fees: 6300 € Euro

### Introduction

Effective cash flow management has become more important than profit for long-term business success. This seminar focuses on optimizing working capital, managing accounts receivable, and improving inventory management. Participants will learn strategic techniques for managing cash and working capital, along with tools for planning, forecasting, and monitoring cash flow. The course combines theoretical principles with real-life case studies to provide practical skills in financial modeling and effective working capital management.

### Objectives

- Acquire an understanding of the fundamentals of effective management of cash flow, including the optimization of the level of working capital.
- Develop practical experience of how to manage cash flow and optimize working capital to facilitate such delivery in real-life business situations.
- Increase personal financial skill levels
- Develop confidence through understanding the major drivers of successful financial performance.
- Learn a number of technical skills, all of which lead to the ability to calculate the required figures and implement them into value-adding business decisions.

### Methodology

This seminar is strongly participative, with a learning-by-doing style that makes extensive use of examples, and team-based exercises and case studies both numeric/analytical and non-numeric/descriptive, and open discussion. A fair level of numeracy is an advantage on this course as is some prior familiarity with the financial basics of income statements, balance sheets, and cash flow statements although this is not essential.

The course will include refresher sessions on accounting and the basics of discounted cash flow DCF. Each day will comprise several sessions, introducing new material to build on the learning from previous sessions. The program is designed to support the company's organizational values, enabling employees to learn key finance skills.

### Organizational Impact

- Manage cash and working capital more effectively including inventory and accounts receivable
- Be pro-active in seeking and finding approaches to improve both cash and working capital management
- Communicate the importance of improving cash and working capital management to colleagues

- Help others to improve cash and working capital management
- Better budget and plan cash and working capital

## Personal Impact

- Understand the basic concepts of finance as it relates to their businesses
- Read and understand balance sheets and profit-and-loss statements
- Be aware of the singular importance of cash as the lifeblood of a business
- Focus on key management areas of inventory accounts receivable and accounts payable
- Understand how to control and manage the cash flow of a business
- Forecast cash flows and draft a cash budget
- Evaluate projects based on their expected cash flows
- Incorporate risk into financial decisions

## Outlines

### Day 1: Accounting for Cash & Performance

- A Performance Management Model
- The Financial Language
- Accounting Basics
- Cash Flow and Working Capital
- The 3 Key Financial Statements
- Cash Vs Profit
- Using financial statement to manage cash and working capital

### Day 2: Measuring & Improving Performance

- The Impact of Inflation on Financial Performance
- Measuring Performance: Ratios and KPIs
- Benchmarking of Performance

- Ratios for cash and working capital management
- Basics of working capital management
- Credit Risk Management
- Financial modeling for cash and working capital management
- Spreadsheet modeling and tools and approaches

### Day 3: Strategic Cash Management

- Cash & Cost modeling
- The Economic Value Model
- The Time Value of Money and Discounted Cash Flow DCF
- The Key Investment Indicators
- Defining the Right Base Case, Sensitivity and Risk Analysis
- Treatment of Working Capital
- Valuing Companies and Acquisitions
- Where Does Net Present Value NPV Come From?
- The Drivers of Value
- Learning from Experience and Delivering Project Value

### Day 4: Optimization of Working Capital

- Optimization not Minimisation
- Key Issues
- Stock
- Debtors
- Creditors
- Stores
- Settlement Options
- The Cost of Working Capital

- Long term
- Short term
- Practical Examples
- Engaging the Organisation

#### Day 5: Final Session

- Course Summary and Checklists
- Cash Budgets & Budgeting
- Financial Skills and Further Development
- Open Forum
- Course Review

## Registration form on the Conference: Advanced Cash Flow & Working Capital Management

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Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

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- Please find enclosed a cheque made payable to Global Horizon
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