

FINANCE & ACCOUNTING | COURSE BROCHURE

Working Capital Optimisation for Finance Leaders

5 days | Classroom training | English

SMART HORIZON

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Course content

Why attend

Cash tied up in receivables, inventory and supplier terms is one of the cheapest sources of funding a company has. This course shows finance leaders how to measure the cash conversion cycle, find improvement opportunities across order-to-cash, procure-to-pay and inventory, and run a cross-functional working capital programme that releases cash without harming customers or suppliers.

Releasing cash from working capital can fund growth, reduce debt and strengthen resilience. You will learn practical levers and how to win the support of sales, operations and procurement.

Professional Problems This Course Is Designed to Solve

• Difficulty translating subject knowledge into practical workplace decisions.
• Inconsistent approaches to the activities covered in the course outline.
• Lack of a structured plan for applying and reviewing new skills.

Course methodology

Benchmarking exercises, cash-flow modelling, process walkthroughs, case studies of working capital programmes and team workshops to design improvement initiatives.

Course objectives

By the end of this course, participants will be able to:
• Measure working capital and the cash conversion cycle
• Benchmark performance against peers
• Improve collections, billing and credit management
• Optimise payment terms and supplier finance
• Reduce inventory while protecting service levels
• Lead a cross-functional working capital programme

Target audience

This course is suitable for:
• CFOs and finance directors
• Treasury and credit managers
• Financial controllers
• Supply chain and procurement managers
• Sales operations managers
• Business analysts in finance



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Target competencies

Participants will develop competencies in:

- Cash management
- Process improvement
- Cross-functional leadership
- Financial analysis
- Stakeholder negotiation

Course outline

Day 1: Working Capital Fundamentals

09:00–09:54	Why cash matters more than profit
09:54–10:48	Components of working capital
10:48–11:00	Cash conversion cycle metrics
11:00–11:30	**Coffee break**
11:30–12:12	Cash conversion cycle metrics (continued)
12:12–13:06	Benchmarking against peers
13:06–14:00	Exercise: diagnosing your cash cycle

Day 2: Order-to-Cash

09:00–09:54	Credit policy and customer risk
09:54–10:48	Billing accuracy and speed
10:48–11:00	Collections strategies
11:00–11:30	**Coffee break**
11:30–12:12	Collections strategies (continued)
12:12–13:06	Dispute management
13:06–14:00	Workshop: reducing days sales outstanding

Day 3: Procure-to-Pay

09:00–09:54	Payment terms strategy



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09:54–10:48	Supplier finance and dynamic discounting
10:48–11:00	Purchase compliance
11:00–11:30	**Coffee break**
11:30–12:12	Purchase compliance (continued)
12:12–13:06	Balancing supplier relationships and cash
13:06–14:00	Exercise: payment terms analysis

Day 4: Inventory

09:00–09:54	Inventory drivers and costs
09:54–10:48	Segmentation and safety stock
10:48–11:00	Slow-moving and obsolete stock
11:00–11:30	**Coffee break**
11:30–12:12	Slow-moving and obsolete stock (continued)
12:12–13:06	Collaboration with sales and operations
13:06–14:00	Case study: inventory reduction

Day 5: Running the Programme

09:00–09:54	Setting targets and incentives
09:54–10:48	Governance and tracking
10:48–11:00	Forecasting cash
11:00–11:30	**Coffee break**
11:30–12:12	Forecasting cash (continued)
12:12–13:06	Sustaining improvements
13:06–14:00	Personal action plan

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.



Course content

Dates, venues and fees

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

Venue	Start date	End date	Fee (GBP)
Kuala Lumpur Confirmed dates	16 Nov 2026	20 Nov 2026	**£1,450.–**
Online Confirmed dates	16 Nov 2026	20 Nov 2026	**£1,250.–**
Cape Town Confirmed dates	7 Dec 2026	11 Dec 2026	**£1,890.–**
Online Confirmed dates	7 Dec 2026	11 Dec 2026	**£1,250.–**
Vienna Confirmed dates	11 Jan 2027	15 Jan 2027	**£2,940.–**
Online Confirmed dates	11 Jan 2027	15 Jan 2027	**£1,250.–**
Frankfurt Confirmed dates	1 Feb 2027	5 Feb 2027	**£2,650.–**
Online Confirmed dates	1 Feb 2027	5 Feb 2027	**£1,250.–**
Rome Confirmed dates	15 Feb 2027	19 Feb 2027	**£2,450.–**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (GBP)
Online Confirmed dates	15 Feb 2027	19 Feb 2027	**£1,250.-**
Istanbul Confirmed dates	8 Mar 2027	12 Mar 2027	**£2,650.-**
Online Confirmed dates	8 Mar 2027	12 Mar 2027	**£1,250.-**
Rome Confirmed dates	29 Mar 2027	2 Apr 2027	**£2,450.-**
Online Confirmed dates	29 Mar 2027	2 Apr 2027	**£1,250.-**
Amsterdam Confirmed dates	19 Apr 2027	23 Apr 2027	**£2,540.-**
Online Confirmed dates	19 Apr 2027	23 Apr 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.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (GBP)
Dubai Confirmed dates	24 May 2027	28 May 2027	**£3,150.–**
Online Confirmed dates	24 May 2027	28 May 2027	**£1,250.–**
London Confirmed dates	14 Jun 2027	18 Jun 2027	**£2,450.–**
Online Confirmed dates	14 Jun 2027	18 Jun 2027	**£1,250.–**
Dubai Confirmed dates	5 Jul 2027	9 Jul 2027	**£3,150.–**
Online Confirmed dates	5 Jul 2027	9 Jul 2027	**£1,250.–**
Vienna Confirmed dates	26 Jul 2027	30 Jul 2027	**£2,940.–**
Online Confirmed dates	26 Jul 2027	30 Jul 2027	**£1,250.–**
Barcelona Confirmed dates	16 Aug 2027	20 Aug 2027	**£2,840.–**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (GBP)
Online Confirmed dates	16 Aug 2027	20 Aug 2027	**£1,250.-**
Dubai Confirmed dates	30 Aug 2027	3 Sept 2027	**£3,150.-**
Online Confirmed dates	30 Aug 2027	3 Sept 2027	**£1,250.-**
Barcelona Confirmed dates	20 Sept 2027	24 Sept 2027	**£2,840.-**
Online Confirmed dates	20 Sept 2027	24 Sept 2027	**£1,250.-**
Cape Town Confirmed dates	11 Oct 2027	15 Oct 2027	**£1,890.-**
Online Confirmed dates	11 Oct 2027	15 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.-**



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Dates, venues and fees (continued)

Venue	Start date	End date	Fee (GBP)
Cape Town Confirmed dates	22 Nov 2027	26 Nov 2027	**£1,890.-**
Online Confirmed dates	22 Nov 2027	26 Nov 2027	**£1,250.-**
Paris Confirmed dates	6 Dec 2027	10 Dec 2027	**£2,860.-**
Online Confirmed dates	6 Dec 2027	10 Dec 2027	**£1,250.-**

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 UK certificate of attendance; programmes are not externally accredited and do not award a professional qualification or designation. Confirm arrangements before booking travel.

For group or in-house training, contact our learning team to discuss your objectives and delivery arrangements.

Contact Smart Horizon

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View the latest course details online