

CASH & WORKING CAPITAL MANAGEMENT

“Optimizing Cash Flow and Working Capital to Maximize Business Efficiency and Profitability”

Schedule

Date	Venue	Fees (Face-to-Face)
02 - 06 Feb 2026	Dubai, UAE	USD 3495 per delegate
01 - 05 Mar 2026	Doha, Qatar	USD 3495 per delegate

Introduction

Effective cash and working capital management is vital for businesses of all sizes to ensure financial stability and sustainable growth. In the fast-paced and competitive business environment, companies must effectively manage their cash flow, optimize working capital, and minimize financial risks. A strategic approach to cash and working capital management helps businesses avoid liquidity crises, support day-to-day operations, and invest in future growth.

This 5-day course focuses on equipping participants with practical skills to manage cash flow, working capital, and short-term financing solutions. Participants will learn tools, techniques, and best practices to optimize liquidity, manage receivables, payables, inventory, and working capital to maximize profitability and financial efficiency.

Objectives

By the end of this course, participants will be able to:

- Understand the key principles and tools for managing cash and working capital effectively
- Develop strategies to optimize cash flow and working capital in both stable and volatile market conditions
- Learn how to manage receivables, payables, and inventory to free up working capital
- Improve financial decision-making through better cash forecasting and liquidity management
- Implement financial strategies to reduce costs, improve profitability, and support growth
- Assess financial health and working capital efficiency to make strategic business decisions

Why Attend

- Gain advanced skills and techniques in managing cash flow and working capital
- Learn how to optimize liquidity and ensure financial flexibility in a business environment
- Enhance your ability to manage day-to-day financial operations while minimizing risk
- Understand how to align working capital strategies with business goals to drive efficiency and growth
- Increase your capacity to forecast cash flow and mitigate risks related to liquidity

Target Audience

This program is designed for:

- Finance managers, accountants, and CFOs responsible for managing cash and working capital
- Treasury professionals involved in cash flow forecasting, working capital management, and liquidity
- Business owners and entrepreneurs seeking to improve financial efficiency and profitability
- Financial analysts and consultants specializing in business performance and risk management
- Project managers and operations managers who need to understand the financial aspects of operations

Individual Benefits

Key competencies that will be developed include:

- Expertise in managing cash flow and working capital to optimize profitability
- Stronger skills in financial forecasting, cash flow management, and liquidity optimization
- Enhanced ability to make better financial decisions by analyzing working capital performance
- The ability to assess and improve the efficiency of receivables, payables, and inventory management
- Increased capability to use financial data to support business growth strategies and objectives

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Improved liquidity and financial stability across the organization
- Better management of working capital, resulting in reduced financing costs and optimized cash flow
- More effective cash flow forecasting and budgeting, leading to better financial planning
- Enhanced ability to manage financial risk, reduce operational costs, and support strategic growth initiatives
- Increased operational efficiency and cost savings across business units

Instructional Methodology

The course follows a blended learning approach combining theory with practice:

- **Strategy Briefings** - Key principles and best practices for cash and working capital management
- **Case Studies** - Real-world examples of successful cash flow and working capital optimization strategies
- **Workshops** - Practical exercises in cash flow forecasting, liquidity management, and working capital optimization
- **Peer Exchange** - Group discussions on challenges, opportunities, and solutions in managing working capital
- **Tools** - Financial models, cash flow templates, and working capital analysis tools

MAWA EVENTS

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Course Outline

Detailed 5-Day Course Outline

Training Hours: 7:30 AM – 3:30 PM Daily Format: 3–4 Learning Modules | Coffee breaks: 09:30 & 11:15 | Lunch Buffet: 01:00 – 02:00

DAY 1 – Introduction to Cash and Working Capital Management

- **Module 1: Overview of Cash and Working Capital Management** (07:30 – 09:30)
 - Key concepts in cash and working capital management
 - The role of working capital in business operations and profitability
 - The relationship between cash flow, liquidity, and financial health
- **Module 2: Measuring Working Capital Efficiency** (09:45 – 11:15)
 - Key financial metrics for assessing working capital efficiency: current ratio, quick ratio, days sales outstanding (DSO), days payable outstanding (DPO), and inventory turnover
 - How to interpret and manage these metrics to optimize working capital
 - Identifying inefficiencies in working capital management
- **Module 3: Cash Flow Management Techniques** (11:30 – 01:00)
 - Techniques for forecasting and managing cash flow
 - The cash conversion cycle and its impact on liquidity
 - Managing seasonal fluctuations in cash flow and funding requirements
- **Module 4: Workshop – Assessing Cash Flow and Working Capital** (02:00 – 03:30)
 - Participants assess a company’s working capital and cash flow performance
 - Group discussions and feedback on strategies for optimizing cash flow and working capital

DAY 2 – Managing Receivables, Payables, and Inventory

- **Module 5: Managing Accounts Receivable** (07:30 – 09:30)
 - Strategies for managing accounts receivable and improving collection efficiency
 - Techniques for reducing DSO and managing customer credit risk
 - Developing an effective credit policy and managing customer payment terms
- **Module 6: Managing Accounts Payable** (09:45 – 11:15)
 - Best practices for managing accounts payable and optimizing payment terms
 - The importance of negotiating favorable payment terms with suppliers
 - Strategies for optimizing DPO and managing supplier relationships
- **Module 7: Inventory Management and Working Capital** (11:30 – 01:00)
 - The role of inventory in working capital management
 - Techniques for optimizing inventory levels and reducing holding costs
 - Just-in-time inventory, demand forecasting, and stock management techniques
- **Module 8: Workshop – Optimizing Receivables, Payables, and Inventory** (02:00 – 03:30)
 - Participants work on optimizing the receivables, payables, and inventory management of a case study company
 - Group feedback and discussions on working capital management strategies

DAY 3 – Cash Flow Forecasting and Liquidity Management

- **Module 8: Cash Flow Forecasting Techniques** (07:30 – 09:30)
 - How to develop accurate cash flow forecasts
 - Tools for predicting cash inflows and outflows
 - Creating short-term and long-term cash flow forecasts for different business scenarios
- **Module 9: Managing Liquidity in Business Operations** (09:45 – 11:15)
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The importance of maintaining liquidity for business operations

- Techniques for managing liquidity risk and ensuring enough working capital for operational needs
- Balancing liquidity and profitability through effective cash flow management
- **Module 10: Financing Working Capital and Liquidity Needs** (11:30 – 01:00)
- Financing options for managing working capital gaps: short-term loans, credit lines, factoring, and trade credit
- Evaluating external financing options to support cash flow and working capital needs
- Cost-effective solutions for managing working capital funding
- **Module 11: Workshop – Developing Cash Flow Forecasts and Managing Liquidity** (02:00 – 03:30)
- Participants create cash flow forecasts for a case study company
- Group discussion on financing options and liquidity management strategies

DAY 4 – Risk Management and Financial Strategies

- **Module 12: Identifying and Managing Financial Risks in Working Capital** (07:30 – 09:30)
- Key risks related to cash flow and working capital management
- Strategies for managing financial risks: hedging, diversification, and contingency planning
- Impact of economic, market, and operational risks on working capital
- **Module 13: Strategies for Cost Reduction and Efficiency** (09:45 – 11:15)
- How to identify cost-saving opportunities in cash flow and working capital management
- Streamlining operations and reducing inefficiencies in cash management
- Using technology and automation to improve working capital processes
- **Module 14: Financial Strategies for Business Growth and Expansion** (11:30 – 01:00)
- Aligning working capital management with business growth objectives
- Financing strategies for scaling operations and supporting business expansion
- Managing growth and working capital requirements effectively
- **Module 15: Workshop – Developing Financial Strategies for Growth and Efficiency** (02:00 – 03:30)
- Participants develop financial strategies to optimize working capital and support growth for a sample business
- Group feedback and discussions on strategies for balancing growth with working capital management

DAY 5 – Final Review, Best Practices, and Action Planning

- **Module 16: Best Practices in Cash and Working Capital Management** (07:30 – 09:30)
- Review of global best practices in cash flow and working capital management
- Successful strategies from industry leaders and their application in different sectors
- Developing a culture of financial discipline and efficiency in managing working capital
- **Module 17: Creating an Action Plan for Implementing Working Capital Optimization** (09:45 – 11:15)
- Participants create action plans for optimizing working capital in their organizations
- Identifying key areas for improvement and setting targets for change
- **Module 18: Course Wrap-Up, Q&A, and Certification** (11:30 – 01:00)
- Final Q&A session and group discussion
- Summary of key takeaways and action points
- Distribution of certificates of completion

Certification

Participants will receive a **Certificate of Completion in Cash & Working Capital Management**, validating their expertise in managing cash flow, liquidity, and working capital effectively to maximize profitability.

Why Choose MAWA Events

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