

DEBTOR AND WORKING CAPITAL MANAGEMENT TRAINING

“Optimize Receivables and Working Capital to Enhance Cash Flow and Financial Efficiency.”

Schedule

Venue (InHouse)	Fees
At Your Organization Premises	Ask For The Quotation

► **Available delivery methods:** In-House Training

Introduction

Effective management of debtors and working capital is critical for sustaining liquidity, profitability, and operational efficiency in any organization. This course provides participants with practical tools and techniques to monitor receivables, optimize cash conversion cycles, and improve overall working capital performance.

Participants will explore strategies for credit management, debt collection, inventory optimization, and payables management, ensuring that organizations can maintain smooth operations while minimizing financial risk.

Objectives

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

- Understand the components of working capital and its impact on financial health.
- Develop effective debtor management and credit control policies.
- Monitor and analyze accounts receivable to improve collections.
- Optimize inventory levels to reduce carrying costs.
- Implement strategies for efficient payables management.
- Evaluate working capital performance using financial ratios and KPIs.
- Enhance cash flow forecasting and liquidity management.

Why Attend

Proper management of debtors and working capital ensures financial stability, operational efficiency, and business growth. This course equips finance professionals, managers, and accountants with the knowledge and practical skills to enhance cash flow, reduce working capital constraints, and support strategic business decisions.

Target Audience

This course is suitable for:

- Finance Managers and Accountants
- Credit and Collection Officers
- Accounts Receivable and Payable Professionals
- Business Owners and Operational Managers
- Professionals involved in cash flow and working capital management

Individual Benefits

- Gain practical skills in debtor management and working capital optimization.
- Improve cash flow monitoring and forecasting abilities.
- Enhance analytical and problem-solving capabilities in finance operations.
- Strengthen professional value and career prospects in financial management.
- Build confidence in making strategic decisions to improve liquidity.

Organizational Benefits

- Optimize working capital to enhance operational efficiency.
- Reduce overdue receivables and improve cash collection.
- Minimize financial risk and enhance liquidity management.
- Improve overall profitability through efficient capital use.
- Build internal capability for effective credit and working capital management.

Instructional Methodology

- Instructor-led interactive sessions
- Case studies on working capital and debtor management
- Hands-on exercises on credit monitoring, cash flow, and inventory control
- Group discussions on best practices and real-world challenges
- Continuous feedback and practical problem-solving exercises

Course Outline

- Module 1: Introduction to Working Capital and Debtor Management
- Module 2: Components of Working Capital – Receivables, Payables, Inventory
- Module 3: Credit Policies and Debtor Monitoring Techniques
- Module 4: Accounts Receivable Analysis and Collection Strategies
- Module 5: Inventory Optimization and Cost Control
- Module 6: Payables Management and Supplier Negotiation
- Module 7: Cash Flow Analysis and Forecasting
- Module 8: Performance Metrics and KPIs for Working Capital
- Module 9: Strategies for Liquidity and Financial Efficiency
- Module 10: Capstone Project – Comprehensive Working Capital Management Plan

Certification

Upon successful completion, participants will receive a Certificate in Debtor and Working Capital Management, demonstrating their ability to optimize receivables, manage working capital efficiently, and support strategic financial decision-making.

Why Choose MAWA Events

- **Global Expertise:** More than 17 years of experience in professional training and consulting.
- **Industry-Leading Faculty:** Courses delivered by seasoned professionals with hands-on experience.
- **Practical Insights:** Learn to turn theory into actionable strategies for real-world business impact.
- **Client-Focused Solutions:** Customized programs designed to achieve your organisation’s unique goals.

In-House / Customized Training

Interested in running this course for your team?

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