

Certificate in Working Capital Management

Course code: AF-001



SPARK TRAINING

Professional training courses for leaders, specialists, and organizations seeking practical capability development.

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— Workshop Overview

Working capital management is essential for maintaining a company's financial health, ensuring liquidity, improving operational efficiency, enhancing profitability, and supporting strategic growth. By attending this course, you will learn to manage working capital effectively, navigate financial challenges, achieve long-term success, and contribute to the financial stability and growth of your organization.

Why Attend

This course uses a mix of interactive techniques, such as instructor- and participant-led discussions and brief presentations by the consultant and the participants, in addition to demonstrating theoretical working capital topics. The course also features discussion of real-life case studies.

Who Should Attend

Financial analysts, controllers, accountants, operations managers, procurement managers, supply chain professionals, auditors and compliance officers who need to understand working capital strategies and improve cash flow management and optimize their working capital.

— Learning Objectives

- Introduction to Working Capital Management
 - Overview of working capital
 - Definition and importance
 - Components of working capital
 - Working capital cycle
 - Working capital impact on financial statements Accounts Receivable Key Impact
 - Credit policy and terms
 - Setting credit terms
 - Credit analysis and risk assessment
 - Collection strategies
 - Effective collection practices
 - Monitoring receivables
 - Expected Credit Loss provision
 - Key receivables ratios Managing Accounts Payable to Optimize Working Capital
 - Payment policies
 - Optimal payment strategies
 - Negotiating terms with suppliers
 - Cash flow impact
 - Managing disbursements
 - Balancing payables and cash availability
 - Key payables ratios Inventory Management Role in Working Capital
 - Inventory strategies
 - Types of inventories
 - Impact on working capital
 - Balancing inventory levels and cash flow
 - Key inventory ratios Cash and Liquidity Management

- Cash flow forecasting
- Methods for forecasting cash flow
- Managing short-term cash flow needs
- Liquidity management
- Maintaining optimal cash levels Working Capital Financing
- Financing options
- Trade credit
- Bank loans and lines of credit
- Factoring and invoice discounting
- Cost of capital
- Evaluating financing costs
- Impact on overall financial health Risk Management and Performance Evaluation
- Risk identification
- Types of risks in working capital management
- Mitigation strategies
- Performance metrics
- Monitoring working capital performance
- Using Key Performance Indicators (KPIs) to drive improvement

Course Outline

DAY
1

Course Content

- Introduction to Working Capital Management
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— Upcoming Classroom Dates

DATE	LOCATION	FEE
12 - 16 October 2026	Munich - Germany	€1,725
9 - 13 November 2026	Barcelona - Spain	€1,925
14 - 18 December 2026	Paris - France	€2,250
18 - 22 January 2027	Rome - Italy	€2,125
15 - 19 February 2027	Kuala Lumpur - Malaysia	€1,400
15 - 19 March 2027	Barcelona - Spain	€1,925
19 - 23 April 2027	London - United Kingdom	€2,100
17 - 21 May 2027	Munich - Germany	€2,125

— Certificate and Registration

Participants who attend and complete the full programme receive a SPARK Training Certificate of Completion. For registration, in-house delivery, or availability questions, contact info@sparktraining.eu or +31 85 115 0004.