



British Training

**Effective Management of the Cash Cycle - Accounts Receivable & Payable
Training Course**

#FB3159

Effective Management of the Cash Cycle - Accounts Receivable & Payable

Training Course

Introduction:

Effective management of the cash cycle is crucial for maintaining a healthy financial position and ensuring business sustainability. At British Training Center, we understand the importance of optimizing accounts receivable and payable processes to enhance cash flow and reduce financial risks. This course is designed to equip participants with the essential skills and knowledge to efficiently manage cash cycles, ensuring liquidity and profitability in today's competitive business environment.

Training Objectives and Impact:

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

- Understand the complete cash cycle and its impact on business liquidity.
- Analyze and optimize accounts receivable processes for improved cash inflow.
- Implement effective credit policies and manage customer credit risk.
- Streamline accounts payable processes to maximize cash flow efficiency.
- Negotiate payment terms to enhance working capital management.
- Utilize cash flow forecasting techniques to support strategic financial planning.
- Apply best practices for managing cash cycles in diverse business scenarios.

Targeted Competencies and Skills:

- Cash cycle management.
- Accounts receivable and payable optimization.
- Financial risk assessment and mitigation.
- Credit policy development and enforcement.
- Cash flow forecasting and strategic planning.
- Negotiation and financial communication skills.

Target Audience:

This program is tailored for:

- Finance Managers and Supervisors.
- Accounts Receivable and Payable Specialists.
- Credit Controllers and Analysts.
- Financial Analysts and Planners.
- Business Owners and Entrepreneurs seeking better cash flow management.
- Professionals in charge of working capital management.

Course Content:

Unit One - Understanding the Cash Cycle:

- Defining the cash cycle and its importance in business sustainability.
- Components of the cash cycle: Accounts receivable and payable.
- Cash conversion cycle and its impact on liquidity.
- Analyzing the cash flow statement for better decision-making.
- Identifying key cash cycle challenges and risks.
- Role of cash cycle management in financial stability.

Unit Two - Optimizing Accounts Receivable:

- Establishing effective credit policies and procedures.
- Credit risk assessment and customer creditworthiness evaluation.
- Techniques for accelerating receivables collection.
- Managing overdue accounts and bad debts efficiently.
- Use of technology for accounts receivable automation.
- Best practices in customer relationship management for timely payments.

Unit Three - Enhancing Accounts Payable Efficiency:

- Streamlining the accounts payable process for better cash flow.
- Payment scheduling strategies to optimize working capital.
- Negotiating favorable payment terms with suppliers.
- Managing vendor relationships and disputes effectively.
- Implementing internal controls to prevent fraud in payables.
- Technology solutions for accounts payable automation.

Unit Four - Cash Flow Forecasting and Planning:

- Importance of accurate cash flow forecasting in financial planning.
- Techniques for short-term and long-term cash flow forecasting.
- Integrating cash flow forecasts with business strategy.
- Scenario analysis for cash flow risk management.
- Role of cash budgeting in maintaining liquidity.
- Utilizing financial software tools for effective forecasting.

Unit Five - Strategic Cash Cycle Management:

- Developing a comprehensive cash cycle management strategy.
- Linking cash cycle performance to business profitability.
- Implementing key performance indicators (KPIs) for cash cycle monitoring.
- Strategic decision-making using cash flow analysis.
- Continuous improvement in cash cycle processes.
- Case studies on successful cash cycle management practices.