Managing the Cash Cycle: Accounts Receivable & Payable

29 March – 2 April 2027
Lisbon (Portugal)

UK Traininig
PARTNER



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Ref: 321553_128185 **Date:** 29 March – 2 April 2027 **Location:** Lisbon (Portugal) **Fees:** 5200 GBP

Why This Course

Effective cash cycle management is essential for maintaining liquidity, supporting growth, and strengthening financial performance. Organizations that successfully manage receivables, payables, and working capital are better positioned to improve profitability and reduce financial risk.

This intensive 1-week program provides finance professionals with practical tools and proven strategies to optimize cash flow, enhance credit and collections processes, and implement robust forecasting models. Through real-world case studies and hands-on exercises, participants will gain the confidence to drive measurable improvements in their organizations.

What You'll Learn and Practice

By attending this course, you will:

- Understand the full cash cycle and its direct impact on business performance.
- Accelerate cash inflows while optimizing cash outflows.
- Strengthen credit management and collections processes.
- Build reliable cash forecasting models to support decision-making.
- Improve accounts payable strategies and vendor negotiations.
- Identify and unlock working capital optimization opportunities.

The Program Flow

Day 1: Cash Cycle Fundamentals

- Overview of the cash cycle and its components
- Working capital management principles
- Cash flow analysis techniques
- Key performance indicators for effective cash management

Day 2: Accounts Receivable Management

- Developing and implementing credit policies
- Assessing and managing customer credit risk
- Effective invoicing and billing practices
- Collections strategies to reduce overdue balances



Day 3: Accounts Payable Optimization

- Vendor relationship management and negotiation techniques
- Optimizing payment terms and strategies
- Cash disbursement planning
- Leveraging automation and technology in accounts payable

Day 4: Cash Forecasting and Planning

- Cash flow forecasting methodologies
- Short-term and long-term cash planning techniques
- Scenario analysis and sensitivity testing
- Reporting tools for proactive cash management

Day 5: Working Capital Optimization

- Inventory management strategies
- Supply chain finance solutions
- Cash pooling and netting techniques
- Best practices for sustainable working capital improvement

Individual Impact

- Ability to design and implement a tailored cash flow optimization plan.
- Improved confidence in managing receivables, payables, and liquidity.
- Practical skills in forecasting, planning, and financial analysis.
- Stronger negotiation capabilities with customers and suppliers.

Organizational Impact

- Enhanced liquidity and reduced financing costs.
- Improved working capital performance.
- Stronger financial discipline and operational efficiency.
- Better-informed financial decisions supported by reliable forecasting.

Training Methodology

- Interactive financial modeling exercises.
- Real-world case studies and scenario analysis.
- Practical templates for forecasting and credit management.
- Group discussions to share insights and best practices.



Beyond the Course

Participants will leave ready to:

- Optimize the entire cash cycle from receivables to payables.
- Implement structured forecasting and reporting processes.
- Strengthen working capital management strategies.
- Drive sustainable financial improvements within their organizations.

