



FINANCE AND TREASURY TRAINING

Managing the Cash Cycle and Working Capital

3 day course

Classroom, online or in-house

Course overview

A business can be profitable and still fail, because profit is an accounting judgement and cash is a fact, and the gap between them is working capital. This course covers closing it. Delegates work through the cash conversion cycle and where an organisation's cash is actually tied up, receivables and the collection practice that shortens days outstanding without damaging customers, and inventory holding against the service level it buys. Payables and supplier terms are covered honestly, including the point at which extending terms simply transfers cost to a weaker party. Cash forecasting at the horizon decisions require follows. Seasonal and growth related cash strain is addressed, since growth consumes cash. The course closes on financing a working capital gap and on the metrics worth reporting.

What you will learn

- Map the cash conversion cycle and locate tied up cash
- Shorten days outstanding without damaging customer relationships
- Balance inventory holding against the service level it buys
- Negotiate supplier terms without simply transferring cost
- Forecast cash at the horizon decisions actually require
- Anticipate seasonal and growth related cash strain
- Finance a working capital gap and report the right metrics

Who should attend

- Treasury and cash management officers
- Financial controllers and credit managers
- Working capital and supply chain finance specialists
- Accounts receivable and accounts payable managers
- Business owners and finance managers in trading companies

Course outline

- 01 Profitable and still insolvent
- 02 The cash conversion cycle
- 03 Where cash is tied up
- 04 Receivables and collection practice
- 05 Inventory and service level
- 06 Payables and supplier terms
- 07 Cash forecasting horizons
- 08 Growth, seasonality and financing the gap

Upcoming dates

Dates	Venue	Format	Fee per delegate
21 to 23 October 2026	Maseru, Lesotho	Classroom	R14,950
18 to 20 November 2026	Durban, South Africa	Classroom	R14,950
23 to 25 November 2026	Cape Town, South Africa	Classroom	R14,950
30 December 2026 to 1 January 2027	Kampala, Uganda	Classroom	USD 995



Fees and how to register

This 3 day course is **R6,500** per delegate online, **R14,950** in the classroom in South Africa, Botswana, Namibia, Lesotho and Eswatini, and **USD 995** in the classroom elsewhere in Africa. In-house training is quotation on request. Book 2 or more delegates on this course and save 10%.

To register or request an in-house proposal, visit www.afrisciencegroup.com, email info@afriscience.co.za, or WhatsApp us on **+27 63 479 1136**.

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