Training Course on Advanced Working Capital and Trade Finance

Professional Development Training Course Outline

Category	Development	**Duration**	10 Days
Base Fee	$3,000 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

In today's dynamic global markets, characterized by supply chain volatility and evolving financial landscapes, mastering **working capital management** and **trade finance** is no longer just an operational necessity—it's a strategic imperative. This intensive course delves into sophisticated techniques for **optimizing liquidity**, enhancing the **cash conversion cycle (CCC)**, and leveraging advanced **trade finance instruments** to mitigate risk and fuel sustainable business growth. Participants will gain actionable insights to navigate complex financial challenges and unlock hidden value within their organization's balance sheet and trade operations, ultimately securing a significant **competitive advantage**.

This program moves beyond foundational concepts to explore **advanced working capital strategies**, intricate **trade finance structuring**, and the impact of **FinTech innovations**. We will dissect complex scenarios involving **supply chain finance (SCF)**, **risk mitigation frameworks**, international regulations like **UCP 600** and **Incoterms® 2020**, and sophisticated funding solutions. Through practical case studies and expert-led sessions, attendees will develop the skills to implement robust financial strategies, improve **cross-functional collaboration** between finance, procurement, and sales, and drive superior financial performance through strategic **liquidity management** and **trade facilitation**.

Programme Curriculum

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Course Objectives

Upon successful completion of this course, participants will be able to:

1. Master **advanced working capital optimization** techniques beyond basic principles.
2. Critically analyze and strategically shorten the **Cash Conversion Cycle (CCC)**.
3. Implement sophisticated **receivables financing** and credit risk mitigation models.
4. Develop strategic **payables management** approaches, including **Supply Chain Finance (SCF)**.
5. Optimize **inventory levels** and associated financing costs using advanced models.
6. Structure and negotiate complex **Letter of Credit (LC)** transactions under **UCP 600**.
7. Effectively utilize **Bank Guarantees**, Standby LCs, and **Documentary Collections**.
8. Apply **Incoterms® 2020** rules strategically to manage costs and risks in trade.
9. Design and implement effective **trade risk mitigation** frameworks (counterparty, FX, political).
10. Evaluate and leverage **FinTech solutions** for working capital and trade finance automation and efficiency.
11. Structure **alternative trade finance** deals, including **factoring** and **forfaiting**.
12. Analyze the impact of **macroeconomic trends** and regulations on WCM and Trade Finance.
13. Develop an integrated **strategic roadmap** for optimizing working capital and trade finance operations.

Organizational Benefits:

- Improved **corporate liquidity** and enhanced cash flow predictability.
- Reduced **financing costs** through optimized capital structure and trade terms.
- Strengthened **supply chain resilience** and improved supplier/buyer relationships.
- Effective mitigation of **financial and operational risks** associated with domestic and international trade.
- Increased **operational efficiency** through streamlined processes and technology adoption.
- Enhanced **strategic decision-making** capabilities within Finance, Treasury, and Procurement.
- Greater **competitive advantage** through superior financial management and trade execution.
- Improved **Return on Capital Employed (ROCE)** and overall profitability.

Target Participants

1. Finance Managers / Directors / CFOs
2. Treasury Managers / Analysts
3. Trade Finance Managers / Specialists
4. Supply Chain & Logistics Managers
5. Procurement & Sourcing Managers
6. Corporate Bankers (Relationship Managers, Trade Finance, Credit Analysts)
7. Credit Risk Managers / Analysts
8. Senior Accountants involved in AR/AP/Inventory

Course Outline

Module 1: Strategic Working Capital Management Framework

- Beyond Basics: Linking WCM to Corporate Strategy
- Advanced Cash Conversion Cycle (CCC) Diagnostics
- Benchmarking Working Capital Performance
- Developing a WCM Improvement Roadmap
- Key Performance Indicators (KPIs) for Advanced WCM

Module 2: Advanced Receivables Management & Monetization

- Sophisticated Credit Risk Assessment Models
- Structuring Receivables Financing Programs (Factoring, Securitization)
- Optimizing Collections Strategy with Technology
- Managing Customer Disputes & Deductions Effectively
- Sales & Finance Collaboration for DSO Reduction

Module 3: Strategic Payables Management & Supply Chain Finance (SCF)

- Optimizing Days Payable Outstanding (DPO) Strategically
- Implementing Dynamic Discounting Programs
- Understanding Various SCF Structures (Buyer-led, Supplier-led)
- Technology Platforms for SCF Implementation
- Negotiating Favorable Payment Terms

Module 4: Inventory Optimization & Financing Techniques

- Advanced Inventory Valuation & Control Models (Beyond EOQ)
- Just-in-Time (JIT) vs. Just-in-Case (JIC) Strategies Post-COVID
- Structuring Inventory Financing Deals

- Impact of Supply Chain Disruptions on Inventory WCM
- Collaborative Planning, Forecasting, and Replenishment (CPFR)

Module 5: Advanced Short-Term Funding & Liquidity Planning

- Optimizing Bank Lines & Credit Facilities
- Commercial Paper Programs & Market Access
- Cash Pooling Structures (Domestic & International)
- Advanced Cash Flow Forecasting Techniques (Scenario Analysis)
- Managing Bank Relationships Strategically

Module 6: The Evolving Global Trade Finance Ecosystem

- Key Players: Banks, ECAs, Insurers, FinTechs
- Regulatory Landscape (Basel III/IV impact, Compliance)
- Geopolitical Risks & Impact on Trade Flows
- Sustainable Trade Finance Principles
- Future Trends Shaping Trade Finance

Module 7: Mastering Letters of Credit (LCs) - Advanced Aspects

- Complex LC Structures (Revolving, Transferable, Back-to-Back)
- Deep Dive into UCP 600 & ISBP – Common Pitfalls
- Managing Discrepancies & Refusal Notices Effectively
- Silent Confirmations & Risk Participation
- Electronic Presentation (eUCP) Opportunities

Module 8: Documentary Collections & Guarantees - Strategic Uses

- Choosing Between Collections (DP/DA) and LCs
- URC 522 Guidelines and Best Practices
- Types of Guarantees (Bid, Performance, Advance Payment)
- Demand Guarantees vs. Suretyships (URDG 758)
- Managing Guarantee Claims and Expiry

Module 9: Incoterms® 2020 - Strategic Application

- Detailed Analysis of Key Rule Changes from 2010

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Start Date	End Date	Location	Price
23 Nov 2026	04 Dec 2026	Online	$2,000
23 Nov 2026	04 Dec 2026	Physical	$3,000
23 Nov 2026	04 Dec 2026	Physical	$6,000
23 Nov 2026	04 Dec 2026	Physical	$6,000
23 Nov 2026	04 Dec 2026	Physical	$12,000
23 Nov 2026	04 Dec 2026	Physical	$9,000
23 Nov 2026	04 Dec 2026	Physical	$12,000
23 Nov 2026	04 Dec 2026	Physical	$12,000

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