

The working capital - how to optimize it ?

The improvement of your cash requires that you work on your WKR

TRAINING OBJECTIVES

Understand the main tools to improve the working capital requirement so as to set up an action plan to reduce it.

SCHEDULE

The working capital requirement :

- Definitions and calculation
- Links between WKR cash and profit and loss

The customers: main drivers :

- The opening of the account : negotiate payment tools and duration
- The customer credit : define the credit limit and insurance policy
- The invoicing : Take care of the quality of the documents!
- The recovery
 - ◇ Before and after due date (differences and goals)
 - ◇ The recovery tools (Excel, specialised software)
 - ◇ The legal action
- The disputes:
 - ◇ Why and how to deal with disputes ?
 - ◇ Use disputes to improve customer satisfaction and quality

The suppliers, to optimize but not only:

- Set up a strategy according to supplier's type
- Define a policy as to sub-contracting and buying
- The buying process : how to set it up ?
- Negotiate the terms and conditions of payment
- The reverse factoring

The inventories, a close management is an absolute need :

- How to evaluate the inventories ?
- The setting up of an efficient management: tool, process, inventory
- The minimum stock and stock shortage

The KPI :

- DSO, DPO, DIO: how to calculate and understand them
- Set up a reporting

SKILLS TARGETED

- To master the techniques and tools to optimise the WKR
- To know the actions' tools for the various part of the WKR

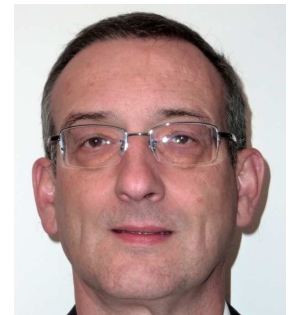


REF: TR007

DURATION:

1 day

TRAINER:



Michel Pivot

Chief Financial Officer,
Operational advising in
finance to businesses

TARGETED PUBLIC:

- Managers
- CFO
- Controllers

CONDITIONS:

- To master the basics
of finance

DAF Evolution SARL with a capital of 5 000€

2 rue de l'Eglise - 95450 Commeny - Phone : 06 11 20 88 91 www.dafevolution.fr contact@dafevolution.fr

RCS PONTOISE: 751 905 613 00012 - NAF 7022Z - TVA N° : FR87751905613 - Formation N°: 11 95 05647 95