

# FUNDAMENTALS OF CORPORATE TREASURY MANAGEMENT

## COURSE OVERVIEW

This corporate treasury course provides a complete overview of the corporate treasury function from strategy and organization, to cash management, risk management, and corporate finance. We combine theoretical knowledge and insights into all aspects of the treasury function and activities with 'real life' case study examples so that you can really relate the core principles to your own work.

## TARGET COMPETENCIES

- Asset and Liability Management
- Modern Technology in Treasury and International Trade Finance
- The Treasury Function
- Managing Bank Relations
- Cash Flow Forecasting
- Working Capital Management
- Short-Term Borrowing
- Short-Term Investments
- Capital Markets
- Managing Financial Risk
- International Trade Finance

## COURSE OBJECTIVES

By completely attending this course, participants will be able to:

- Explore Current Best Practices in corporate treasury management in international markets.
- Evaluate the Roles of treasury in adding value to corporate financial performance.
- Managing local, regional, and global banking relationships.
- Assessing and managing corporate cash flow, liquidity, working capital, financial markets risks, financing, and capital.
- Examine how Corporate Treasury sources financing in various types of markets.
- Optimize Corporate Treasury's role in cash investment management strategies.
- Utilize Traditional and New Derivatives and structured products to achieve corporate treasury objectives.
- Delving into the integration of Trade Finance and treasury technology with key Information Technology systems.
- Comprehend the Functions and Responsibilities of corporate treasury.
- Learn how to manage cash flow and working capital.

## TARGET AUDIENCE

Treasury manager, treasury dealer, treasury assistant, treasury accountant, or treasury controller

New to treasury or a specialist who requires an overview of the whole treasury function.

Someone who works with treasury internally such as an accountant, tax manager or an internal auditor

A banker, auditor, software vendor, or a consultant who wants to understand treasury from the customer's perspective.

# **COURSE METHODOLOGY**

The course uses a mix of interactive techniques, such as brief presentations, application of theories presented, and demonstrations of real-life examples. It will also include many group and individual exercises to exchange experience and apply knowledge acquired throughout the course.

## **COURSE OUTLINE**

### **THE TREASURY FUNCTION**

- The importance of the treasury function
- Key Treasury roles and responsibilities
- Organizational structure
- How Treasury interfaces with other department

### **MANAGING BANK RELATIONS**

- Day to day requirements
- Managing bank relations
- Bank products and services

### **CASH FLOW FORECASTING**

- Importance of cash flow forecasting
- Analyzing cash forecast
- Cash Concentration Techniques
- Sweeping, Pooling, zero balancing

### **WORKING CAPITAL MANAGEMENT**

- Payments and float
- Credit and receivables
- Inventory and payables
- Trade credit
- E-Commerce
- Cash conversion cycle

### **SHORT TERM BORROWING**

- Bank sources
- Money-market sources
- Comparing Alternatives
- Short-term borrowing strategies

### **SHORT TERM INVESTMENT**

- Short-term instruments and markets
- Short-term strategies
- Measuring Investment weighted returns
- Investment Risk Rankings

### **CAPITAL MARKETS**

- Bonds
- Stocks
- Measuring weighted average cost of capital
- Long term financing strategies

### **MANAGING FINANCIAL RISKS**

- Understand the different types of risk
- Hedging Instruments and strategies
- Derivatives valuation

### **INTERNATIONAL TRADE FINANCE**

- Understand supply chain
- Use of Letter of Credits and bank guarantees
- Open accounts and Financial guarantees (SBLC)
- GLOBAL TREASURY
- Centralized and decentralized treasury
- In-House Bank
- Netting, Pooling and Re-invoicing

### **PAYMENTS**

- SWIFT
- EFTs
- RTGS

### **INFORMATION TECHNOLOGY**

- Banking Portals (online banking)
- Treasury Management System (TMS)
- Enterprise Resource Planning (ERP) Systems
- ERP Integrated Treasury Management Systems