Datastat Research
Building Capacity in Training and Research

DATASTAT TRAINING IN

OFFICIAL COURSE PROSPECTUS

Center for Advanced Research & Professional Development

Nairobi Training Center • Global Virtual Academy • Corporate On-Site

ACCOUNTING AND FINANCE

Working Capital Optimisation and Cash Conversion Management Training Course

Comprehensive Course Syllabus, Practical Modules & Upcoming Schedules

PROGRAM SPECIFICATIONS & HIGHLIGHTS

DURATION
5 Days Practical Hands-on

DELIVERY MODES
In-Person Class & Live Virtual

CERTIFICATION
Accredited Certificate of Completion

INTAKES / DATES
Multiple Cohort Schedules Included

PREPARED FOR:

Valued Participant

Email: training@datastatresearch.org | Issued: November 23, 2026

Academic & Professional Training Year: 2026

DATASTAT TRAINING INSTITUTE
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Working Capital Optimisation and Cash Conversion Management Training Course

Accounting and Finance • 5 Days Intensive • Accredited Certification

Course Overview

Working Capital Optimisation and Cash Conversion Management Training Course provides practical knowledge and strategic tools for managing current assets and liabilities, optimising inventory levels, accelerating accounts receivable collections, improving accounts payable processes, and strengthening cash flow forecasting.

Key Skills & Software Tools Covered

MS Word • Microsoft Excel • SAP S/4HANA Finance • and Kyriba Treasury Management

Upcoming Training Schedules

Confirmed cohort intakes and venues. Both physical in-person classroom and live virtual online seats are available.

TRAINING DATES	LOCATION / VENUE	FORMAT / DURATION	INVESTMENT (FEE)
23 Nov 2026 – 27 Nov 2026	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
30 Nov 2026 – 4 Dec 2026	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
7 Dec 2026 – 11 Dec 2026	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
14 Dec 2026 – 18 Dec 2026	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
21 Dec 2026 – 25 Dec 2026	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
28 Dec 2026 – 1 Jan 2027	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
4 Jan 2027 – 8 Jan 2027	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
11 Jan 2027 – 15 Jan 2027	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
18 Jan 2027 – 22 Jan 2027	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
25 Jan 2027 – 29 Jan 2027	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
1 Feb 2027 – 5 Feb 2027	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
8 Feb 2027 – 12 Feb 2027	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
15 Feb 2027 – 19 Feb 2027	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
22 Feb 2027 – 26 Feb 2027	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
1 Mar 2027 – 5 Mar 2027	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
8 Mar 2027 – 12 Mar 2027	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
15 Mar 2027 – 19 Mar 2027	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
22 Mar 2027 – 26 Mar 2027	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
29 Mar 2027 – 2 Apr 2027	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
5 Apr 2027 – 9 Apr 2027	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
12 Apr 2027 – 16 Apr 2027	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
19 Apr 2027 – 23 Apr 2027	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**

26 Apr 2027 – 30 Apr 2027	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
3 May 2027 – 7 May 2027	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
10 May 2027 – 14 May 2027	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
17 May 2027 – 21 May 2027	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
24 May 2027 – 28 May 2027	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
31 May 2027 – 4 Jun 2027	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
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2 Aug 2027 – 6 Aug 2027	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
9 Aug 2027 – 13 Aug 2027	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
16 Aug 2027 – 20 Aug 2027	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
23 Aug 2027 – 27 Aug 2027	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
30 Aug 2027 – 3 Sep 2027	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
6 Sep 2027 – 10 Sep 2027	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
13 Sep 2027 – 17 Sep 2027	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
20 Sep 2027 – 24 Sep 2027	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
27 Sep 2027 – 1 Oct 2027	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
4 Oct 2027 – 8 Oct 2027	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
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* Corporate discounts and customized cohort scheduling are available for teams of 3 or more participants.

Course Curriculum & Modules

Working Capital Optimisation and Cash Conversion Management Training Course

Introduction

Working Capital Optimisation and Cash Conversion Management are essential financial management disciplines that enable organisations to strengthen liquidity, improve cash flow, enhance operational efficiency, and maintain financial sustainability. Working Capital Optimisation and Cash Conversion Management Training Course provides practical knowledge and strategic tools for managing current assets and liabilities, optimising inventory levels, accelerating accounts receivable collections, improving accounts payable processes, and strengthening cash flow forecasting. Participants will explore advanced working capital strategies, cash conversion cycle analysis, liquidity management, financial risk assessment, and data-driven financial decision-making to maximise available resources and improve organisational performance.

The course examines global best practices, emerging financial technologies, supply chain financing, cash flow analytics, and working capital performance measurement. Participants will develop practical capabilities to identify cash flow bottlenecks, reduce working capital requirements, negotiate favourable supplier payment terms, improve customer payment behaviour, and implement sustainable cash management strategies. Through international case studies and practical exercises, the programme equips finance professionals with actionable approaches to enhance profitability, strengthen balance sheets, improve liquidity resilience, and support long-term business growth.

Course Objectives

By the end of this course, participants will be able to:

- Apply strategic working capital optimisation techniques.
- Analyse and improve the cash conversion cycle.
- Strengthen liquidity and cash flow management.
- Optimise accounts receivable and payable processes.
- Implement effective inventory management strategies.
- Develop accurate cash flow forecasting models.
- Identify working capital inefficiencies and financial risks.
- Apply financial analytics to improve cash visibility.
- Evaluate supply chain financing opportunities.
- Strengthen financial controls and treasury management.
- Improve debtor collection and supplier payment strategies.
- Apply digital technologies in cash management.
- Develop sustainable working capital improvement plans.

Organisational Benefits

- Improved organisational liquidity and cash availability.
- Reduced working capital financing costs.
- Faster customer payment and debt collection.
- Optimised inventory holding costs.
- Stronger supplier and customer relationships.
- Improved financial forecasting accuracy.
- Enhanced operational efficiency and profitability.
- Reduced cash flow and financial risks.
- Better resource allocation and financial controls.
- Increased financial resilience and competitiveness.

Target Audiences

- Finance Directors and Chief Financial Officers.
- Financial Controllers and Accountants.

- Treasury and Cash Management Professionals.
- Working Capital and Credit Managers.
- Procurement and Supply Chain Managers.
- Inventory and Operations Managers.
- Financial Analysts and Business Consultants.
- Internal Auditors and Risk Management Professionals.

Course Duration: 5 days

Course Modules

Module 1: Fundamentals of Working Capital Management

- Working capital concepts and financial management principles.
- Current assets, current liabilities and liquidity assessment.
- Working capital requirements and financing structures.
- Key performance indicators and benchmarking.
- Global case study: Unilever's working capital management practices.
- Practical working capital assessment and improvement planning.

Module 2: Cash Conversion Cycle Optimisation

- Understanding the cash conversion cycle framework.
- Days Sales Outstanding, Days Inventory Outstanding and Days Payable Outstanding.
- Measuring cash conversion efficiency.
- Identifying cash flow bottlenecks.
- Global case study: Walmart's inventory and cash conversion strategies.
- Developing cash conversion improvement strategies.

Module 3: Accounts Receivable and Credit Management

- Customer credit assessment and credit policies.
- Invoice processing and payment acceleration.
- Debtor ageing analysis and collection strategies.
- Reducing overdue accounts and bad debts.
- Global case study: IBM's receivables and credit management practices.
- Implementing effective customer collection frameworks.

Module 4: Inventory Optimisation and Supply Chain Efficiency

- Inventory classification and demand forecasting.
- Economic Order Quantity and safety stock management.
- Just-in-Time inventory management techniques.
- Reducing excess, obsolete and slow-moving inventory.
- Global case study: Toyota's Just-in-Time inventory system.
- Applying inventory analytics and optimisation models.

Module 5: Accounts Payable and Supplier Management

- Supplier payment policies and payment scheduling.
- Negotiating favourable supplier credit terms.
- Early payment discounts and dynamic discounting.
- Electronic invoicing and accounts payable automation.
- Global case study: Procter & Gamble's supplier management practices.
- Strengthening supplier financing and payment efficiency.

Module 6: Cash Flow Forecasting and Liquidity Management

- Short-term and long-term cash flow forecasting.
- Cash budgeting and liquidity planning.
- Scenario analysis and cash flow sensitivity testing.

- Cash pooling and treasury management.
- Global case study: Microsoft's liquidity and treasury management.
- Developing effective cash flow forecasting models.

Module 7: Working Capital Financing and Financial Risk Management

- Short-term financing and revolving credit facilities.
- Factoring, invoice discounting and supply chain finance.
- Public-Private Partnerships financing structures and their liquidity implications.
- Foreign exchange exposure and interest rate risks.
- Global case study: International supply chain financing practices.
- Developing integrated working capital risk management strategies.

Module 8: Digital Transformation and Working Capital Performance

- Financial technology and automated cash management.
- Artificial intelligence and predictive cash flow analytics.
- Real-time financial dashboards and reporting.
- Working capital performance measurement and continuous improvement.
- Global case study: Amazon's technology-driven inventory and cash management.
- Developing an organisational working capital optimisation roadmap.

Training Methodology

- Interactive presentations and expert-led discussions.
- Practical exercises and financial modelling simulations.
- International case studies and industry benchmarking.
- Group discussions and problem-solving activities.
- Cash flow forecasting and working capital analysis exercises.
- Group presentations and individual action planning.

Register as a group from 3 participants for a Discount

Send us an email: info@datastatresearch.org or call +254724527104

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to DATASTAT CONSULTANCY LTD account, as indicated in the invoice so as to enable us prepare better for you.

Certification & Learning Methodology

- Hands-on practical delivery with real-world datasets, case studies, and lab exercises.
- Post-training mentorship, access to class resources, and customized follow-up support.
- Participants who successfully complete the course receive an accredited Datastat Certificate of Completion.

How to Enroll & Reserve Your Seat

1. Online Registration: Visit https://datastatresearch.org/courses/working-capital-optimisation-and-cash-conversion-management-training-course to register online.
2. Email Booking: Send participant details to training@datastatresearch.org for official invoice & reservation.
3. Support & Assistance: Inquire via phone +254 724 527 104 | +254 734 969 612.