

€ TRAINING

Revenues With Cash Receipts and Treasury



14 - 18 October 2024
Madrid (Spain)



Revenues With Cash Receipts and Treasury

REF: F1811 DATE: 14 - 18 October 2024 Venue: Madrid (Spain) - Fee: 5300 Euro

Introduction:

This training program explores the critical aspects of revenue management, cash receipts, and treasury functions, providing participants with the tools to manage financial inflows efficiently. It empowers participants to optimize cash flow, enhance liquidity, and improve overall financial stability.

Program Objectives:

At the end of this program, participants will be able to:

- Understand the principles of revenue management and forecasting.
- Manage and optimize cash receipts effectively.
- Implement treasury management best practices for cash flow optimization.
- Mitigate financial risks through effective treasury strategies.
- Leverage technology to enhance treasury operations and financial reporting.

Targeted Audience:

- Financial Managers.
- Treasury Professionals.
- Cash Management Specialists.
- Accounts Receivable Managers.
- Business Executives.

Program Outline:

Unit 1:

Revenue Management and Forecasting:

- Fundamentals of revenue management and its importance.
- Techniques for forecasting revenues accurately.
- Aligning revenue strategies with business goals.

- Understanding revenue recognition principles.
- Tools for tracking and analyzing revenue streams.

Unit 2:

Cash Receipts and Accounts Receivable Management:

- Effective management of cash receipts.
- Streamlining accounts receivable processes.
- Ensuring timely collection and managing overdue accounts.
- Techniques for optimizing working capital.
- Tools for monitoring and reporting on cash inflows.

Unit 3:

Treasury Management and Cash Flow Optimization:

- Key principles of treasury management.
- Best practices for managing daily cash flow.
- Short-term and long-term cash flow forecasting.
- Optimizing liquidity and managing surplus cash.
- Strategies for effective cash concentration and disbursement.

Unit 4:

Financial Risk Management in Treasury:

- Identifying and managing financial risks in treasury operations.
- Strategies for hedging against market risks currency, interest rate.
- Managing credit risk and counterparty exposure.
- Implementing risk management policies and frameworks.
- Compliance with regulations and standards in treasury management.

Unit 5:



Technology and Innovation in Treasury Operations:

- Leveraging treasury management systems TMS for efficiency.
- Automating cash management and reporting processes.
- Using data analytics for treasury decision-making.
- Implementing cybersecurity measures in treasury functions.
- Future trends and innovations in treasury management.