## ADVANCED WORKING CAPITAL: OPPORTUNITY SPOTTING

### COURSE OUTLINE

<table>
<thead>
<tr>
<th>Topic</th>
<th>Content overview</th>
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<tbody>
<tr>
<td>Changing role of treasury</td>
<td>• Insights into the changing role of treasury and the impact of working capital management across the entire organisation</td>
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<tr>
<td>Working capital in context</td>
<td>• Understanding the fundamentals of working capital management, the metrics, the warning signs, and the best practices required to optimise the organisation’s working capital programme.</td>
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<tr>
<td>Working capital simulation competition</td>
<td>• The participants will be placed in teams to compete and make decisions that impact the working capital and cash flow for their simulated company. This competition generates a deep application of the principles covered in the course, and better understanding of the corporate client.</td>
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<tr>
<td>Case studies</td>
<td>• Extensive use of case studies to apply the key concepts of the course, which requires the banker to identify working capital solutions and practice presenting to a client.</td>
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FINANCIAL SERVICES – TRANSACTION BANKING CERTIFICATE PROGRAMMES

This foundation workshop is a component of the KPMG Financial Services Transaction Banking Certificate Programmes. There are four certificate programmes within the Transaction Banking curriculum. These certificate programmes are available through public workshops or can be delivered in a private format for your organisation. See below for components for each of the certificate programmes.

- **Digital**
  - Transaction banking
  - Payments & cash management
  - Trade & supply chain
  - Working capital

- **Foundation workshops**
  - Transaction banking overview
  - Payments & cash management overview
  - Trade & supply chain overview
  - Working capital basics

- **Advanced workshops**
  - Advanced transaction banking wallet sizing [Feb 2018]
  - Advanced liquidity & cash management solutions [Feb 2018]
  - Advanced & structured trade finance [Feb 2018]
  - Advanced working capital: Transaction banking opportunity spotting [Dec 2017]
  - Trade & trade finance: Principles and practice [Aug 2017]
  - Supply chain finance [Nov 2017]

The digital courses are currently available.

Upcoming dates for the public workshops are shown above.