



Global Supply Chain Finance and Working Capital Optimization Training Course

Ref: #AF3462



Course Introduction / Overview:

In today's interconnected global economy, the effective management of working capital and the financial supply chain is no longer a peripheral concern but a central pillar of corporate strategy and competitive advantage. This course provides a comprehensive exploration of Supply Chain Finance (SCF) and its critical role in optimizing liquidity, mitigating risk, and strengthening relationships between buyers and suppliers across international logistics networks. Drawing on principles outlined by experts like Michiel Steeman, the program delves into the intricate relationship between physical, informational, and financial flows. Participants will move beyond traditional financial metrics to understand how innovative SCF solutions can unlock trapped cash, reduce the cash conversion cycle, and create a more resilient and efficient value chain. This intensive program from BIG BEN Training Center is designed to equip professionals with the practical tools and strategic insights needed to design, implement, and manage world-class supply chain finance programs, transforming the financial health of their entire logistics and operational ecosystem.

Target Audience / This training course is suitable for:



- Finance Managers and Directors.
- Supply Chain and Logistics Managers.
- Procurement and Sourcing Professionals.
- Treasury and Working Capital Managers.
- Corporate Controllers and Financial Analysts.
- Operations Directors.
- Commercial and Relationship Bankers.
- Credit and Risk Managers.

Target Sectors and Industries:

- Manufacturing and Industrial Production.
- Retail and Consumer Goods.
- Pharmaceuticals and Healthcare.
- Automotive and Aerospace.
- Technology and Electronics.
- Third-Party Logistics (3PL) and Freight Forwarding.
- Government Agencies and Public Sector Procurement Bodies.
- Agriculture and Commodities Trading.

Target Organizations Departments:

- Finance and Accounting.
- Supply Chain Management.
- Procurement and Purchasing.
- Logistics and Distribution.
- Treasury Operations.
- Strategic Planning and Corporate Development.
- Internal Audit and Compliance.
- Operations Management.



Course Offerings:

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

- Analyze the complete cash conversion cycle to identify key areas for working capital improvement.
- Evaluate and compare various supply chain finance techniques, including reverse factoring and dynamic discounting.
- Develop a robust business case for implementing an SCF program within their organization.
- Master strategies for optimizing inventory, payables, and receivables across the global supply chain.
- Identify and mitigate financial, operational, and geopolitical risks in international logistics.
- Leverage financial technologies to enhance visibility, control, and efficiency in the financial supply chain.
- Structure supplier and distributor financing programs that create shared value.
- Measure the performance and ROI of working capital and SCF initiatives using key performance indicators.
- Align supply chain finance strategies with broader corporate financial and operational objectives.

Course Methodology:



The training methodology at BIG BEN Training Center is designed to be highly interactive, practical, and engaging, ensuring that participants can immediately apply their learning in a professional context. This course moves beyond theoretical lectures to immerse attendees in a dynamic learning environment. The program is built upon a foundation of real-world case studies, allowing participants to analyze the successes and challenges of leading global companies in optimizing their supply chain finance. Collaborative group exercises and workshops will encourage peer-to-peer learning and the development of practical solutions to complex working capital problems. Interactive sessions, expert-led discussions, and problem-solving scenarios will challenge participants to think critically and strategically. A significant emphasis is placed on building a practical toolkit, providing templates and frameworks that can be adapted to each participant's unique organizational needs. Continuous feedback and Q&A sessions ensure that all concepts are thoroughly understood and that individual learning objectives are met.

Course Agenda (Course Units):

Unit One: Foundations of Working Capital and Supply Chain Finance

- Introduction to the financial supply chain.
- Defining working capital and its core components.
- The cash conversion cycle (CCC) as a key performance metric.
- Analyzing the impact of working capital on profitability and liquidity.
- The strategic importance of Supply Chain Finance (SCF).
- Mapping physical, information, and financial flows.
- Key stakeholders in the SCF ecosystem.



Unit Two: Core Payables and Receivables Financing Techniques

- Understanding traditional trade finance instruments.
- Deep dive into reverse factoring (approved payables finance).
- Implementing dynamic discounting programs for early payment.
- Exploring receivables financing and factoring solutions.
- The role of purchase order financing.
- Comparing bank-led versus fintech-led SCF platforms.
- Legal and contractual considerations for SCF programs.

Unit three: Inventory Financing and Logistics Optimization

- The financial impact of inventory management.
- Strategies for inventory reduction and optimization.
- In-transit and warehouse inventory financing models.
- The link between logistics efficiency and working capital.
- Optimizing the order-to-cash (O2C) cycle.
- Streamlining the procure-to-pay (P2P) process.
- Managing the financial implications of cross-border logistics.

Unit Four: Technology, Risk, and Sustainability in SCF

- The role of technology and digitalization in SCF.
- Exploring blockchain applications for supply chain finance.
- Utilizing data analytics for predictive working capital management.
- Managing financial risks in the global supply chain (currency, credit, political).
- Operational and fraud risk mitigation strategies.
- Introduction to sustainable and green supply chain finance.
- Ensuring compliance and regulatory adherence in SCF programs.

Unit Five: Implementing a Strategic Supply Chain Finance Program



- Building a compelling business case for SCF.
- Gaining internal stakeholder buy-in and alignment.
- Selecting the right technology platform and financial partners.
- Onboarding suppliers and managing the rollout process.
- Developing key performance indicators (KPIs) to measure success.
- Best practices for program governance and continuous improvement.
- The future of supply chain finance and emerging trends.

FAQ:

Qualifications required for registering to this course?

There are no requirements.

How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

Something to think about:

As global supply chains become more fragmented and exposed to geopolitical risks, how can traditional working capital models evolve to incorporate principles of resilience and sustainability without sacrificing efficiency?

What unique qualities does this course offer compared to other courses?



This course distinguishes itself by offering a holistic and integrated framework that connects finance, logistics, and corporate strategy, a synergy often overlooked in more siloed training programs. While other courses may focus narrowly on specific financial instruments, this program emphasizes the strategic implementation of a comprehensive working capital optimization plan within the context of global logistics. We move beyond theory to provide a practical, actionable roadmap for designing and executing effective Supply Chain Finance programs. The curriculum is uniquely structured to address contemporary challenges, including the impact of digitalization, the imperative for supply chain resilience, and the growing importance of sustainable financing practices. By focusing on real-world case studies and interactive problem-solving, the course ensures that participants leave not just with knowledge, but with the strategic insight and practical skills to unlock significant financial value and build a more robust, efficient, and collaborative supply chain ecosystem for their organization.