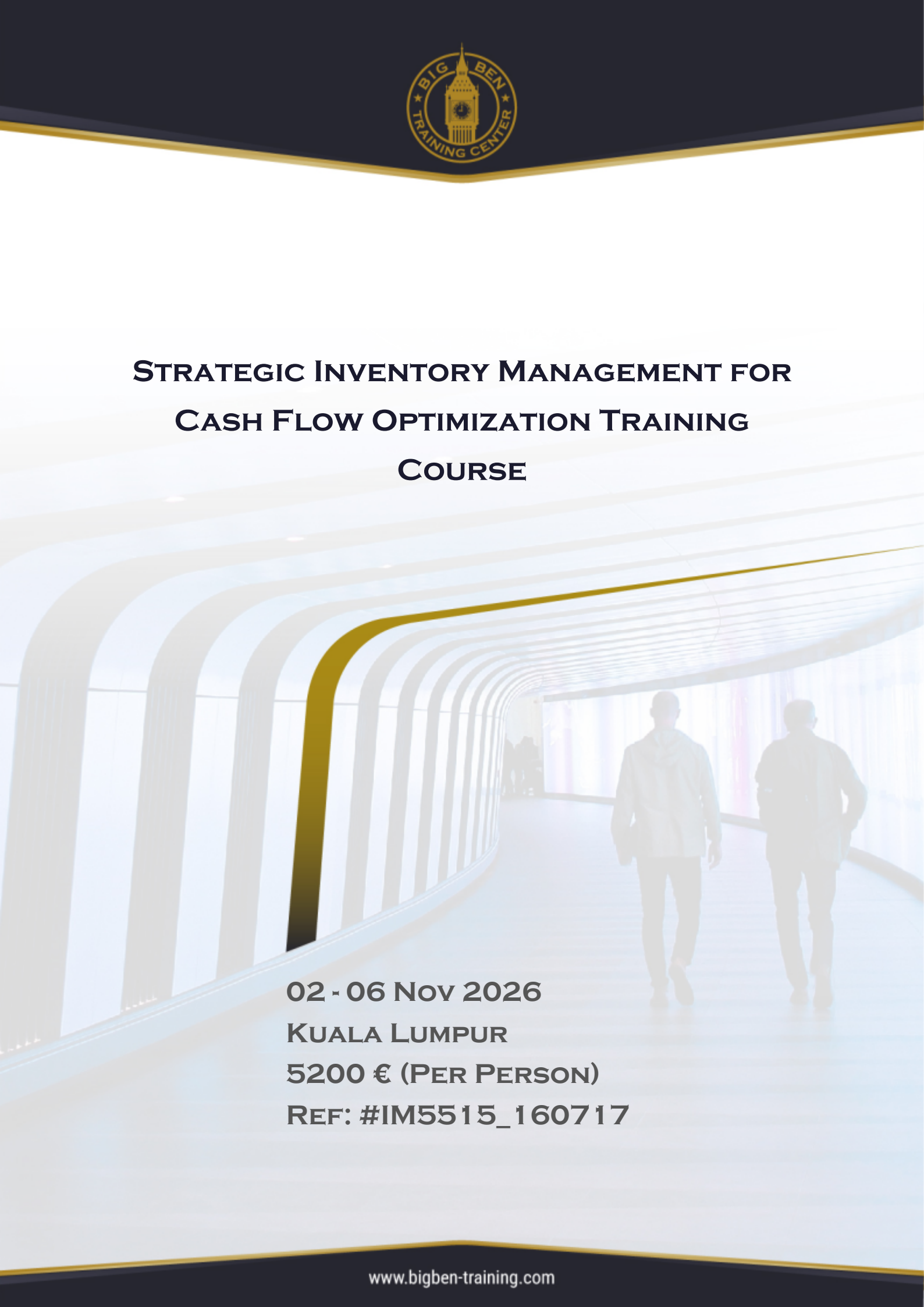
Strategic Inventory Management for Cash Flow Optimization Training Course



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Kuala Lumpur

5200 € (Per Person)

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Course Introduction / Overview:

This course provides a comprehensive framework for mastering the critical relationship between inventory management and corporate financial health. In today's competitive landscape, inventory represents a significant investment, and its mismanagement can severely constrain cash flow, erode profitability, and hinder growth. This program moves beyond basic inventory control, delving into the strategic levers that transform inventory from a liability into a dynamic asset that fuels financial performance. Drawing on principles articulated by leading academics like Donald J. Bowersox in seminal works such as "Supply Chain Logistics Management," participants will learn to analyze, diagnose, and optimize their entire inventory ecosystem. The curriculum is designed to bridge the common gap between operational and financial departments, fostering a unified approach to working capital management. At BIG BEN Training Center, we have developed this course to empower professionals with the analytical tools and strategic foresight needed to reduce carrying costs, improve the inventory turnover ratio, and ultimately unlock cash trapped in the supply chain, directly contributing to the organization's bottom line.

Target Audience / This training course is suitable for:

- Finance Managers and Controllers.
- Supply Chain and Logistics Managers.
- Inventory Planners and Analysts.
- Procurement and Purchasing Professionals.
- Operations Managers.
- Financial Analysts and Business Planners.
- Warehouse and Distribution Center Managers.
- Small and Medium Enterprise Owners.

Target Sectors and Industries:

- Manufacturing and Industrial Production.
- Retail and E-commerce.
- Wholesale and Distribution.
- Pharmaceuticals and Healthcare.
- Automotive and Aerospace.
- Fast-Moving Consumer Goods (FMCG).
- Technology and Electronics.
- Government and Public Sector entities.

Target Organizations Departments:

- Finance and Accounting.
- Supply Chain Management.
- Procurement and Sourcing.
- Operations Management.
- Logistics and Warehousing.
- Strategic Planning and Business Development.
- Sales and Commercial Teams.

Course Offerings:

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

- Develop a cohesive inventory strategy that aligns with corporate financial goals.
- Calculate, interpret, and improve key inventory performance metrics like turnover and DSI.
- Implement advanced inventory classification and control techniques such as ABC analysis.
- Apply quantitative models like Economic Order Quantity (EOQ) to optimize purchasing.
- Master demand forecasting methodologies to reduce uncertainty and excess stock.
- Analyze the direct impact of inventory decisions on financial statements.
- Optimize the cash conversion cycle by strategically managing inventory levels.
- Formulate strategies to mitigate supply chain risks affecting inventory.
- Evaluate and leverage technology for more efficient inventory management.
- Enhance collaboration between finance, operations, and procurement departments.

Course Methodology:

The training methodology at BIG BEN Training Center is designed to be highly interactive, practical, and results-oriented. This course rejects a purely theoretical approach, instead focusing on a blended learning experience that ensures deep comprehension and immediate applicability. Sessions will combine expert-led presentations on core concepts with intensive, hands-on workshops and exercises. Participants will engage with real-world case studies drawn from various industries, allowing them to analyze complex inventory and cash flow challenges and debate potential solutions. Collaborative group discussions and problem-solving activities are central to the learning process, encouraging the sharing of diverse experiences and perspectives. The facilitator will guide participants in applying learned techniques, such as calculating the cash conversion cycle or performing an ABC analysis, to scenarios relevant to their own work environments. Continuous feedback and interactive Q&A sessions are integrated throughout the five days to address specific queries and reinforce key learning points, ensuring participants leave with not just knowledge, but a clear action plan for implementation.

Course Agenda (Course Units):

Unit One: The Strategic Link Between Inventory and Financial Health

- The dual role of inventory as an operational asset and a financial investment.
- Understanding the components of the cash conversion cycle.
- Key Performance Indicators (KPIs): Inventory Turnover, Days Sales of Inventory (DSI).
- The strategic cost of carrying inventory vs. the cost of stockouts.
- Aligning inventory policy with overall business strategy.
- Introduction to working capital management principles.
- Impact of inventory on the balance sheet, income statement, and cash flow statement.

Unit Two: Advanced Inventory Control and Optimization Models

- Inventory classification using ABC and XYZ analysis for targeted control.
- Calculating and optimizing safety stock levels to balance service and cost.
- The Economic Order Quantity (EOQ) model and its practical application.
- Just-in-Time (JIT) and Lean inventory principles for waste reduction.
- Vendor-Managed Inventory (VMI) and collaborative planning.
- Strategies for managing slow-moving and obsolete stock (SLOB).
- Cycle counting and physical inventory best practices for accuracy.

Unit Three: Demand Forecasting and Supply Planning

- The role of forecasting in proactive inventory management.
- Qualitative and quantitative forecasting methods.
- Analyzing demand patterns: seasonality, trends, and randomness.
- Measuring forecast accuracy and its financial implications.
- Introduction to Sales and Operations Planning (S&OP).
- Collaborative Planning, Forecasting, and Replenishment (CPFR).
- Managing supply and demand variability to stabilize inventory levels.

Unit Four: Financial Dimensions of Inventory Management

- Inventory valuation methods (FIFO, LIFO, Weighted Average) and their impact on profitability.
- Deep dive into calculating and minimizing inventory holding costs.
- Techniques for optimizing accounts payable and receivable to improve cash flow.
- Supply Chain Finance solutions for unlocking working capital.
- Building a business case for inventory reduction initiatives.
- Budgeting and financial planning for inventory.
- Analyzing the Return on Investment (ROI) of inventory management projects.

Unit Five: Integrated Strategy, Technology, and Risk Management

- Developing a holistic and dynamic inventory management strategy.
- The role of Enterprise Resource Planning (ERP) and Warehouse Management Systems (WMS).
- Leveraging data analytics and business intelligence for inventory insights.
- Identifying and mitigating inventory-related risks in the supply chain.
- Performance measurement and creating effective inventory dashboards.
- Change management for implementing new inventory processes.
- Capstone session: Integrating all concepts into a cohesive action plan.

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:

In an era of increasing supply chain volatility and the rise of just-in-case over just-in-time inventory strategies, how can an organization balance the financial imperative for lean inventory with the operational need for resilience and customer service continuity?

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

This course distinguishes itself by holistically integrating the operational discipline of inventory management with the strategic principles of corporate finance. Unlike programs that treat inventory solely as a logistical function, this training course frames every decision—from setting safety stock levels to choosing a forecasting model—within the context of its direct impact on cash flow, working capital, and profitability. It systematically bridges the gap between the warehouse and the chief financial officer's office, providing a common language and a shared set of objectives. The curriculum moves beyond simplistic formula application, challenging participants to think critically about the trade-offs between cost, service, and risk. By focusing on the "why" behind the "how," it cultivates a strategic mindset rather than just technical skill. The emphasis on real-world case studies and collaborative problem-solving ensures that participants learn not just theories, but how to diagnose complex issues and implement practical, value-driven solutions within their own unique organizational environments, making it a truly transformative learning experience.