Strategic Inventory and Working Capital Management Training Course



01 - 05 Nov 2026

Doha

5500 € (Per Person)

Ref: #IM6155_242062

Course Introduction / Overview:

Effective management of inventory and working capital is the lifeblood of any successful organization, directly impacting liquidity, profitability, and operational efficiency. This intensive training course provides a comprehensive framework for mastering the financial principles that govern these critical assets. We will move beyond basic accounting to explore the strategic financial decisions that optimize the cash conversion cycle and unlock value trapped in the supply chain. As discussed by financial expert Eugene Fama, efficient markets demand efficient internal operations, and this course provides the tools to achieve that. Participants will delve into advanced techniques for inventory valuation, control, and financing, alongside strategies for managing receivables and payables to enhance cash flow. Drawing on principles from established texts like "Financial Management: Theory & Practice," this program is designed to be highly practical. At BIG BEN Training Center, we ensure that participants can immediately apply learned concepts to reduce costs, mitigate risks, and improve their organization's financial health and competitive standing in the marketplace. This course is an essential investment for professionals seeking to drive tangible financial performance through strategic asset management.

Target Audience / This training course is suitable for:

- Finance Managers and Controllers.
- Accountants and Financial Analysts.
- Supply Chain and Logistics Professionals.
- Procurement and Purchasing Managers.
- Operations Managers.
- Treasury Specialists.
- Internal Auditors.
- Business Owners and Entrepreneurs.
- Corporate Planners and Strategists.

Target Sectors and Industries:

- Manufacturing and Industrial Production.
- Retail and Consumer Goods.
- Wholesale and Distribution.
- Logistics and Transportation.
- Pharmaceuticals and Healthcare.
- Technology and Electronics.
- Construction and Real Estate.
- Governmental Agencies and Public Sector Organizations.
- Agriculture and Food Production.

Target Organizations Departments:

- Finance Department.
- Accounting Department.
- Supply Chain Management.
- Procurement and Purchasing.
- Operations Management.
- Treasury Department.
- Internal Audit.
- Strategic Planning.

Course Offerings:

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

- Analyze the components of working capital and the cash conversion cycle.
- Evaluate different inventory valuation methods like FIFO and LIFO and their financial impact.
- Implement inventory control models such as Economic Order Quantity (EOQ) and Just-in-Time (JIT).
- Develop effective credit and collection policies to manage accounts receivable.
- Optimize accounts payable strategies to improve cash flow without harming supplier relationships.
- Assess various short-term financing options for working capital needs.
- Calculate and interpret key performance indicators for inventory and working capital management.
- Mitigate financial risks associated with inventory and liquidity.
- Develop a comprehensive working capital management policy for their organization.
- Forecast working capital requirements based on business operations and strategic goals.

Course Methodology:

The training methodology at BIG BEN Training Center is designed to foster a dynamic and engaging learning environment that bridges theory with practical application. This course utilizes a blended approach, combining expert-led presentations with interactive learning techniques. Participants will engage in detailed case study analyses of real-world companies, allowing them to dissect complex inventory and working capital challenges and formulate strategic solutions. Group discussions and collaborative workshops will encourage peer-to-peer learning and the exchange of diverse industry perspectives. Practical exercises and financial modeling sessions will provide hands-on experience in applying key formulas and analytical tools, such as calculating the cash conversion cycle and inventory turnover ratios. Our experienced instructors facilitate an open and supportive atmosphere, providing continuous feedback and guiding participants through complex topics. The program emphasizes problem-solving and strategic thinking, ensuring that attendees leave not just with knowledge, but with the confidence and skills to implement effective financial management strategies within their own organizations immediately.

Course Agenda (Course Units):

Unit One: Fundamentals of Working Capital and Inventory Management

- The Strategic Role of Working Capital in Corporate Finance.
- Components of Working Capital: Current Assets and Current Liabilities.
- Understanding the Cash Conversion Cycle (CCC) and its Importance.
- The Interrelationship Between Profitability and Liquidity.
- Working Capital Policies: Aggressive vs. Conservative Approaches.
- Introduction to Inventory as a Current Asset.
- Financial Implications of Inventory Management Decisions.

Unit Two: Advanced Inventory Financial Management

- Inventory Valuation Methods: FIFO, LIFO, and Weighted Average.
- Inventory Costing Systems and Their Impact on Financial Statements.
- Economic Order Quantity (EOQ) Model for Optimal Ordering.
- Just-in-Time (JIT) Inventory Systems and Lean Principles.
- Managing Inventory Risks: Obsolescence, Spoilage, and Theft.
- Calculating and Interpreting Inventory Turnover Ratios.
- The Role of Technology in Modern Inventory Control Systems.

Unit Three: Managing Accounts Receivable and Payable

- Developing a Corporate Credit Policy and Setting Credit Terms.
- Techniques for Monitoring and Managing Accounts Receivable.
- Calculating Days Sales Outstanding (DSO) and Aging Schedules.
- Strategies for Effective and Professional Debt Collection.
- Optimizing Accounts Payable and Managing Trade Credit.
- Calculating Days Payable Outstanding (DPO).
- Balancing Supplier Relationships with Cash Preservation Strategies.

Unit Four: Working Capital Financing and Analysis

- Sources of Short-Term Financing: Bank Loans, Lines of Credit, and Commercial Paper.
- Understanding the Cost of Short-Term Credit.
- Introduction to Supply Chain Finance and Receivables Factoring.
- Financial Ratio Analysis for Working Capital Performance.
- Trend Analysis and Industry Benchmarking.
- Building a Working Capital Financial Model.
- Stress Testing Working Capital Scenarios.

Unit Five: Strategic Integration and Future Trends

- Integrating Working Capital Management with Overall Corporate Strategy.
- Advanced Cash Flow Forecasting Techniques.
- Developing a Comprehensive Working Capital Management Policy.
- Performance Measurement and Key Performance Indicators (KPIs).
- The Impact of Global Supply Chains on Working Capital.
- Future Trends: AI, Blockchain, and Automation in Asset Management.
- Final Case Study: A Holistic Approach to Optimizing Working Capital.

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:

How might emerging technologies like AI and blockchain fundamentally reshape traditional working capital management cycles and inventory financing models?

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

This course distinguishes itself by offering a deeply integrated and strategic perspective on financial management, moving beyond the siloed treatment of inventory and working capital. Unlike programs that focus narrowly on operational logistics or basic accounting, this training emphasizes the critical financial decision-making that connects these areas to overall corporate profitability and value creation. We focus on the "why" behind the numbers, enabling participants to build robust financial models and defend their strategic recommendations in the boardroom. The curriculum is built around real-world case studies that reflect current market challenges, from supply chain disruptions to inflationary pressures, ensuring the content is immediately relevant and applicable. Furthermore, the course structure is designed to foster strategic thinking, teaching participants not just how to calculate ratios like the cash conversion cycle, but how to interpret them within the context of their industry and corporate strategy to drive meaningful improvements. It provides a holistic financial toolkit for professionals aiming to master the complex interplay between liquidity, inventory, and profitability in a dynamic global economy.