

**TREASURY MANAGEMENT IN
BANKING SERIES**

Treasury Management Fundamentals for Banks

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COURSE LENGTH

Two 2-Hour Virtual Sessions or
One Half-Day In Person

DESCRIPTION

Gain a thorough understanding of the fundamentals of treasury management and the structure of a corporate treasury team. Participants complete a journey that begins with the overview of corporate treasury setup and continues with the specific roles and tasks that treasury practitioners cover, including payments, money movement, working capital, capital markets, borrowing and investing. This course will also present these covered tasks and their relationships to financial service products that are offered by banks.

LEARNING OBJECTIVES

- Understand treasury's role within the corporate finance function
- Learn the structure of treasury and the key responsibilities for each team member
- Discover the interconnectedness between treasury, accounts receivables and payables
- Deepen your understanding of the needs of treasury and what banking products may assist with those needs

AGENDA

- What is Treasury Management?
 - Optimize liquidity and identify and manage risk
 - Key areas of Treasury
 - Receipts and disbursements
 - Transaction processing
 - Risk management
 - Fraud prevention
 - Liquidity management
- Treasury within an organization
 - Org trees
 - Specialized finance
 - Size vs. span of control
 - What players interact with Treasury
 - Centralized vs. decentralized
- Organization of the Treasury Team
 - Cash Manager
 - Risk Management
 - Corporate Finance
 - Large company vs. small company
 - International Components

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- Key concepts in Treasury
 - Regulation and policy
 - Cash management
 - Cash conversion cycle
 - Cash forecasting
 - Collections, concentration, and disbursements
 - Paper based and electronic payments
 - Short-term borrowing
 - Working capital ratios and KPIs
 - Instruments
 - Covenants
 - Funding alternatives
 - Balance sheet snapshot
 - Long-term borrowing
 - Debt markets
 - Equity markets
 - Risk Management
 - Types of risk
 - Risk decision tree
 - Risk mitigation techniques
 - International component
 - Cash concentration
 - Currency considerations
 - Vendor Management
 - Share of wallet
 - Financial service provider selection criteria & process
 - Investment management
 - Excess cash
 - Yield vs. safety considerations
 - Pension Management
- Treasurer's role within the executive team
 - Critical deliverables to C-suite
 - Fund strategy
 - Balance sheet picture
 - Statement of cashflows
 - Optimize capital structure
- Discussion and Q&A