



TREASURY ACUMEN: TREASURY MANAGEMENT SERIES

Treasury Management Fundamentals

Page 1 of 2

COURSE LENGTH

Three 2-Hour Virtual Sessions or
One Full Day In Person

DESCRIPTION

Gain a thorough understanding of the fundamentals of treasury management, and get ideas for ways treasury departments can add value to your company while increasing responsibility and visibility. Participants complete a journey that begins with the overall role of treasury and its relationships to financial service providers and continues with working capital, payments, money movement, capital markets, borrowing and investing. Cash forecasting methods, ways to identify various risks and financial management round out the general topics covered. This course also explores ways treasury departments have stepped outside normal responsibilities to expand their contributions and visibility within their companies by becoming unofficial consultants to other departments.

LEARNING OBJECTIVES

Participants attain a better understanding of:

- Increasing treasury's value to the company by serving as a consultant to other departments
- Critical treasury deliverables to senior management and the C-suite
- Selecting the right cash forecast model for your company
- Optimizing receipts, disbursements and cash management
- Creating and analyzing RFPs and selecting vendors

AGENDA

- Background and tools
 - Role of treasury management
 - Traditional finance team organization
 - Traditional treasury services
 - Centralized vs. decentralized treasury
 - Banks, financial institutions, regulations
 - Cash management
 - Cash conversion cycle
 - Liquidity
 - Working capital management
 - Ratios
 - Financial concepts

Continued on next page



Treasury Management Fundamentals

Page 2 of 2

- Managing cash flows
 - Collections and concentration
 - Types of collection systems
 - Disbursements systems and processes
 - Paper-based payments
 - Electronic methods
 - Cash forecasting
 - Forecast horizons
 - Methods
 - Short-term borrowing and investing
 - Instruments
 - Short-term funding alternatives
- Information technology and capital markets
 - Information technology
 - Treasury management system (TMS)
 - Relationship management and vendor selection
 - Financial service provider selection process
 - Capital markets
 - Securities and bonds
 - International cash management
 - International banking systems
- Risk management
 - Enterprise and operations risk
 - Disaster recovery and business continuity
 - Financial risk management
 - Derivative instruments
 - Policies and procedures
 - Guidelines for creating policies and procedures
- Financial reporting to others
 - Financial accounting
 - Financial statement analysis
 - Capital budgeting
 - Consultant to other departments
 - Deliverables to the C-suite
 - Key performance indicators (KPIs)
 - Dashboards