



# Certificate in International Cash Management (CertICM)

A certified professional qualification in international cash management

- Internationally recognised cash management qualification
- Fully supported distance learning programme
- Provides unique perspectives for companies and banks

Includes 35 hours of face-to-face tuition and a fully searchable e-learning website.

[www.treasurers.org/certicm](http://www.treasurers.org/certicm)

TREASURY, RISK  
AND FINANCE  
PROFESSIONALS

ACT



# Certificate in International Cash Management (CertICM)

A certified professional qualification in international cash management

The Certificate in International Cash Management (CertICM) develops a thorough understanding of corporate treasury structures, working capital management and the interaction of companies and banks in international cash management. Delivered as a six-month intensive qualification, CertICM combines distance learning, a comprehensive e-learning website and a five-day tuition programme.

## Course overview

CertICM is the only qualification to focus exclusively on global cash management, and has been developed to assist understanding for both banks and companies. It is essential for anyone involved in cash management or a wider treasury role.

## Benefits

Following completion of the course you will:

- Understand international cash management from both a company and banking perspective
- Appreciate the wider relevance of cash management to corporate treasury and international banking
- Understand global money transmission techniques and the details of major clearing systems
- Add real value when organising and negotiating international cash management arrangements
- Have acquired a suitable toolkit for practical international cash management.

## Who should take this qualification?

- Cash managers
- Bankers who want to understand and advise their clients on cash management issues
- Anyone with responsibility for cash and liquidity management.

## Course learning tools

- A comprehensive course manual
- Integrated five day tuition programme
- Innovative e-learning website.

## Innovative e-learning delivery

Our comprehensive e-learning programme offers:

- a fully searchable manual and personalised bookmarks
- a tutor moderated discussion forum bringing the classroom experience direct to your desktop
- a glossary of key cash management terms that you might come across in your studies or day-to-day work.

This programme is made available to all CertICM candidates during their studies and is an integral element of the course.

## Worldwide programme

The five day tuition programme is available in:

- Dubai
- Singapore
- Hong Kong
- United Kingdom

This programme is taught in English and assessed with a three hour written exam.

## Enrolment deadlines:

**30 September** for April examination

**31 March** for October examination

## Case Studies

Nick Howden,  
CertICM,  
Sales and  
Relationship  
Manager,  
JPMorgan, UK



"I manage a large portfolio of US Multinational Corporate clients with subsidiaries around the EMEA region, providing cash management advice to corporate treasurers, CFOs, shared service centres and in-country finance managers.

I decided to take the Certificate in International Cash Management because it provided the global foundation that I needed to support my client base. At the time I was based in Singapore and covering Asian subsidiaries of US MNCs and the course enabled me to gain a truly international perspective covering the three dominant cash management regions – Asia, Europe and the United States. CertICM differentiates itself from the competition through providing global cash management knowledge that corporate treasurers need and their banking partners are expected to provide.

Through completing CertICM I gained valuable confidence in discussing a client's theoretical and practical cash management requirements in detail. By providing innovative solutions and demonstrating sound cash management knowledge, a banker can build a corporate client's trust and further develop key relationships. As technology and regulatory environments change (e.g. SEPA and the emerging markets) so must a corporate treasurer's global understanding of the environment develop and it is important for them to turn to banking advisers who can help them maximise their international opportunities, which can range from tax incentives and liberalisation of FX controls to enhanced yield on surplus short-term cash balances. CertICM gives both corporate treasurers and banking service providers the knowledge to understand the bigger picture, more confidently understand the future trends in cash management, and develop truly global and scalable cash management solutions to enhance the balance sheets of both parties.

From a banking perspective, it enables proactive dialogue with the senior management of corporate clients to

understand the benefits of innovative treasury structures and how to develop solutions to meet those requirements. Understanding how global clearing systems, FX, tax and regulations, liquidity management, netting, and corporate treasury structures operate, and the positive and negative aspects of each, adds significant value to both the bank that you work for and the client that you can now confidently advise.

I found the week long residential course particularly helpful in distilling the course book into key points and reinforcing the theory in a practical way. The ongoing access to the website, past exams, and reference texts enables participants to keep refreshed and at the forefront of the competition.

Without a doubt completing CertICM has given me a better understanding of my corporate clients' needs. By understanding the balance sheet implications of varying potential solutions, products and services, I can provide sound advice and grow relationships to mutual gain. After several years in this role it is evident to me that good relationships lead to enhanced opportunities and strong revenues on both sides of the partnership."

Attila Hardi,  
CertICM,  
Manager, Project  
and Consultancy,  
BMW Group  
Financial Services,  
Japan



"I identified CertICM as a programme that would provide me with an international perspective of treasury management, while developing in-depth knowledge of international cash management best practice and the latest cash management technology. This followed BMW's decision to centralise their treasury activities for Asia, setting up a Treasury Centre in Singapore. CertICM seemed a good fit considering the cross-cultural implications and the heavily autonomous structure already in place across the region.

The qualification has undoubtedly helped in my professional development. As a project manager, I lead major finance related projects including system development and new service

implementation. Recent projects include a Central Collection System consolidating our payment processes across the region. CertICM has enabled me to approach projects with a new perspective, for example, on the central collection project it enabled me to analyse and develop effective cash flow structures to best suit the need at BMW.

The certificate is very well structured and develops a complete understanding of cash management techniques and the international cash management environment. The programme confirmed my knowledge in the areas where I was up to date and gave me new skills where there was room for improvement. The international perspective of the course has broadened my outlook and provided me with new financial initiatives which I have used to develop BMW Group Financial Services.

The tuition school brings the whole course together and is a great opportunity to share perspectives with peers from both the corporate and banking world. From a corporate point of view I found it useful to exchange

knowledge with other corporate professionals. However, discussing the possible implications with the bankers and understanding how they approached issues was invaluable. Additionally, the guest speaker presentations gave us relevant and topical illustrations of the issues that we had covered during the seminar sessions, with the opportunity to ask them specific questions.

I would recommend this course to anyone with an interest in international cash and treasury management. It provides a fantastic foundation in these areas, while giving extensive knowledge of cash management best practice. While the qualification is highly regarded at BMW – the company has since enrolled further members of staff – the real benefit to my work and my career comes from the knowledge that I gained during the course.

CertICM has worldwide recognition and is increasingly viewed as a prerequisite for applicants considering a position in treasury and finance."

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Managing cash in an important but challenging environment:

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Managing cash across a region:

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Country-specific information:

- Selected country profiles
- Tax and regulatory summary for selected major countries and regions
- Additional source

## Tuition programme

During the five day tuition programme you will work through solutions to typical cash management problems, exchange ideas and practically apply the theory in the manuals. The tuition programme incorporates case studies presented by cash management practitioners and is taught by leading international cash management tutors.

### Tutors include:

Michèle  
Allman-Ward



Michèle Allman-Ward is the Managing Partner of Allman-Ward Associates Inc., a company specialising in strategic planning, business unit development, training, project management and market research with particular emphasis on international treasury management.

Michèle qualified as a CertICM in 1999 with a distinction. She now works closely with the ACT and is the lead trainer for the CertICM qualification. With over twenty years of banking and consulting experience, Michèle is an internationally respected expert on cash management, and brings valuable depth and understanding to the course content. She is highly regarded in the cash management industry and is a frequent speaker at conferences and contributor to professional publications including 'The Essentials of Managing Corporate Cash' and 'A Guide to US Cash Management for European Treasurers'. Her banking experience includes senior positions with JPMorgan, Bankers Trust, Bank of Boston, First Interstate and Wells Fargo.

Dubos J. Masson



D.J. Masson is President of the Resource Alliance and over the past 20 years has been providing business and financial consulting and training services to a wide variety of corporations, financial institutions, and not-for-profit organisations. D.J. is a frequent conference speaker and is the author of numerous articles and financial textbooks including 'Essentials of Treasury Management', 'Essentials of Cash Management' and 'Treasurer's Handbook of Financial Management'. He is currently an Associate Professor at the Graziadio School of Business and Management at Pepperdine University. D.J. holds an MBA and Ph.D. in Finance from Indiana University and professional certifications from both the UK and US treasury associations.

Anthony Birts



Anthony Birts is a Director of Part Time MBA Programmes and Lecturer in Finance at the University of Bath School of Management. Prior to joining the University, Anthony was a Vice President at Bank of America NT and SA in Global Treasury Services. As well as lecturing at Bath and helping to develop the CertICM course, Anthony is Visiting Lecturer at the Cass Business School (formerly City University Business School), and has published a number of articles in the areas of finance and cash management.

## About the Association of Corporate Treasurers

The Association of Corporate Treasurers (ACT) is the international body for finance professionals working in treasury, risk and corporate finance. Through the ACT we come together as practitioners, technical experts and educators in a range of disciplines that underpin the financial security and prosperity of an organisation.

The ACT defines and promotes best practice in treasury and makes representations to government, regulators and standard setters.

We are also the world's leading examining body for treasury, providing benchmark qualifications and continuing development through training, conferences and publications – including The Treasurer magazine.

For further information visit  
[www.treasurers.org](http://www.treasurers.org)

### International Cash Management Faculty

On passing CertICM candidates can become members of the ICM Faculty. Benefits include access to a wide range of resources including a knowledge centre with updated CertICM course material, best practice guidance and the latest technical content as well as a free subscription to The Treasurer magazine. Networking opportunities are also available through the faculty member directory, discussion forum and ACT regional group events.

For further information visit  
[www.treasurers.org/faculty](http://www.treasurers.org/faculty)

### Associate Membership of the ACT

CertICM is one of several Certificate Papers provided by the ACT to meet the growing needs of a changing treasury profession. Candidates who have completed CertICM can count the Certificate as an Associate Paper within the AMCT Diploma in Treasury should they wish to continue their studies beyond the CertICM Certification.

For further information on AMCT please visit [www.treasurers.org/amct](http://www.treasurers.org/amct)

# Certificate in International Cash Management (CertICM) Enrolment Form

TREASURY, RISK AND FINANCE PROFESSIONALS



Yes I would like to enrol on the Certificate in International Cash Management

October examination (enrolment deadline 31 March)  April examination (enrolment deadline 30 September)

I would like to attend the tuition school in the following location (please tick only one):

Course fees	Currency	Net	VAT	Gross	Tick
Dubai .....	£	2100.00	367.50	2467.50	<input type="checkbox"/>
Hong Kong .....	£	2100.00	367.50	2467.50	<input type="checkbox"/>
Singapore .....	£	2100.00	367.50	2467.50	<input type="checkbox"/>
United Kingdom .....	£	2940.00	514.50	3454.50	<input type="checkbox"/>

Fees include: distance learning manual, progress tests, first examination sitting, five day tuition programme (including accommodation for the UK; excluding accommodation for Dubai, HK, Singapore), access to the e-learning website and technical updates. Course fees are as at January 2010. Candidates sitting exams outside of the UK are responsible for any fees charged by the local examination venue. For further information, please visit [www.treasurers.org/qualifications/fees](http://www.treasurers.org/qualifications/fees). Fees shown above are in sterling (£). We can take payment in US\$ using the exchange rate at the date of invoice. Please email [jcorkland@treasurers.org](mailto:jcorkland@treasurers.org) for further information.

## Postage & Packing (payable for delivery of course manual to your office address)

	Currency	Net	VAT	Gross	Tick
UK .....	£	0.00	0.00	0.00	<input type="checkbox"/>
Europe .....	£	39.00	6.83	45.83	<input type="checkbox"/>
Rest of World .....	£	76.00	13.30	89.30	<input type="checkbox"/>

NB. Postage and Packing is payable for delivery of manual(s) to your office address by courier. Manuals will only be delivered upon receipt of course fees in full.

## Student subscription

	Currency	Net	VAT	Gross	Tick
Pro-rata subscription* .....	£	125.00	0.00	125.00	<input type="checkbox"/>

\* Annual student subscriptions run from May to April. New students pay a pro-rata amount when they enrol. Pro-rata fees are calculated by dividing the total by 12 and multiplying by the number of months left until May. Fees: Jan £41.67; Feb £31.25; Mar £20.83; April £10.42; May £125.00; June £114.58; July £104.17; Aug £93.75; Sept £83.33; Oct £72.92; Nov £62.50; Dec £52.08. Renewals then occur annually on 1 May whilst you are still studying.

PLEASE PRINT CLEARLY IN BLACK INK

Title: (Mr/Mrs/Ms/Other)  First name:  Family name:

Preferred name: (if different from above)

Company:  Job title:

Preferred mailing address: Please indicate whether this is your  Business address  Home address

Postcode/zip:  Country:

Email:  Tel:

PLEASE NOTE WE CANNOT PROCESS YOUR ENROLMENT FORM WITHOUT A VALID EMAIL ADDRESS

## Please choose one of the following payment options:

1)  I enclose a cheque for £  made payable to ACT (Administration) Ltd.

2)  Please charge £  to my Visa / Amex / Mastercard / Maestro.

Card number

Expiry date  Issue number (Maestro only)

Cardholder name and address: (if different from above)

3)  Please invoice my company. Please provide a purchase order number: (if required)

Invoice name and address: (if different from above)

## Please indicate the extent to which your studies are sponsored by your employer:

Not Sponsored  Company Sponsored  Partly Company Sponsored

Signature:  Date:

## DATA PROTECTION:

The information you provide will be held on a database and may be used by the ACT to keep you informed of relevant products and services. Please tick this box if you do not wish the above details to be used for this purpose . The ACT may be approached by current employers to give a student's name and examination details. Please tick this box if you are NOT willing for your details to be released to your employer .

## 2 easy ways to enrol

Simply complete this form, and together with the enrolment form:

1. Fax this completed form and enrolment form to +44 (0)20 7374 8744
  2. Send the forms to The Education Department, ACT, 51 Moorgate, London, EC2R 6BH, UK
- For further information please call: +44 (0)20 7847 2540