

**ACT**

LEADING TREASURY  
PROFESSIONALS

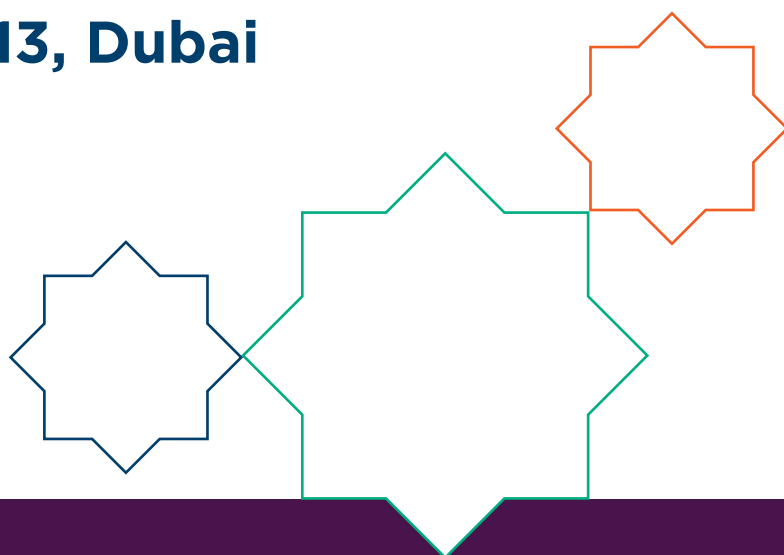
SHAPING CAREERS

# ACT ASSESSED TRAINING

## Cash Management: Practices and Process

- three day course
- practical examples
- networking opportunities
- case studies
- classroom based test
- certificate of attendance and attainment

**22-24 September 2013, Dubai**



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



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PROFESSIONALS**

# TREASURY FUNDAMENTALS

## Cash Management – Practices and Process

Topics include: Cash and Liquidity Management, Working Capital Management and Bank Relationship Management

22-24 September 2013, Dusit Thani, 133 Sheikh Zayed Road, Dubai, United Arab Emirates

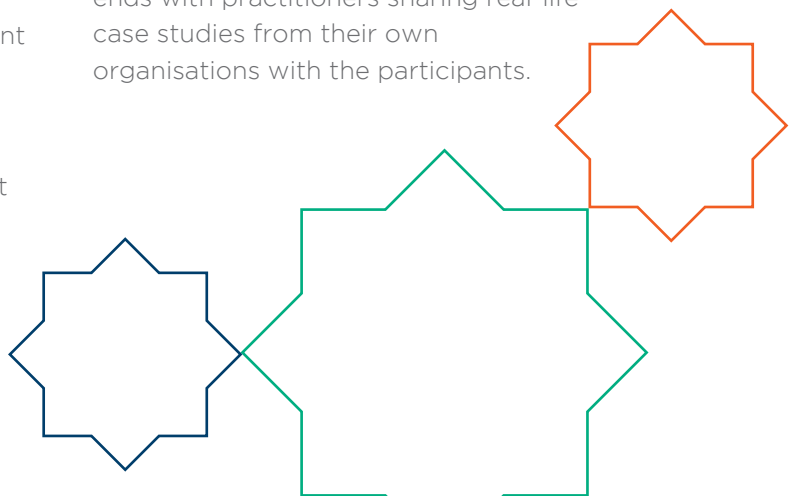
### Is it for you? Yes if you're a:

- Corporate
  - New entrants to the treasury function
  - Those people who interface with corporate treasury (like sales, procurement and supply chain/logistics team members)
  - All those with day-to-day responsibility for managing cash, liquidity, working capital and bank relationship management
- Banker
  - New entrants to the Global Transaction Services (GTS) or Global Cash Management Services (GCMS) or Global Treasury/Working Capital Solutions
  - People in finance/credit risk function who want to have a better understanding of these concepts, products and services
  - Relationship managers who want to be more customer-centric and offer cash management services and working capital solutions which meet their customers' requirements

### What is it about?

This course provides a broad understanding of the basic principles of cash and liquidity management, including a Working Capital perspective. It delves into how and why both corporate customers as well as banks are now focusing on better cash and liquidity management and efficient and effective capital management and how corporates are going ahead with a structured banking partners' selection process.

Starting with the local/domestic viewpoint, the course examines the basic building blocks of cash, liquidity and working capital management and recent developments and challenges, and ends with practitioners sharing real-life case studies from their own organisations with the participants.



**Treasury training for the profession, by the profession**



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# TREASURY FUNDAMENTALS

## Course outline

- Environmental landscape – corporates as well as banks
- Introduction to cash and liquidity management, working capital management and supply chain
- Corporate treasurer and the evolving GTS/GCMS scenario in the Middle East region
- Cash and liquidity management toolbox, regional regulatory framework and challenges
  - Account services
  - Electronic banking services
  - Collections and payments services
  - SWIFT-based services (including MA-CUG, SCORE, TSU and BPO)
  - Notional pooling and cash concentration
  - Intercompany netting
  - Cash flow forecasting
  - Specialised treasury structures (like in house banks/shared service centres)
- Working capital management and the cash conversion cycle
- Short-term investment, borrowing and supply chain finance
- Bank relationship management – bank selection process
- Case studies presented by treasury professionals from the region (at the end of each day)

**Group booking discounts are available – please contact Samantha Baglioni on +44 (0) 20 7847 2559 or sbaglioni@treasurers.org**

## What will you gain?

Participants will gain a practical understanding of what cash and liquidity management entails, its importance to the business/treasury and how to apply these principles to optimise their working capital. Bankers will benefit from enhancing relationships with their customers by becoming their ‘trusted advisors’.

### Trainer

#### Bob Lyddon

Strategic consultant specialising in banking, payments and cash management.



### Fees

|                                 |                |
|---------------------------------|----------------|
| <b>ACT Members and Students</b> | <b>\$3,000</b> |
| <b>Early bird rate</b>          | <b>\$1,800</b> |
| <b>Accountancy Body Members</b> | <b>\$3,150</b> |
| <b>Early bird rate</b>          | <b>\$1,890</b> |
| <b>Non-members</b>              | <b>\$3,300</b> |
| <b>Early bird rate</b>          | <b>\$1,980</b> |

**Max group size: 25**  
**Early bird rates expire 12th September**

**FURTHER  
DISCOUNTS FOR  
GROUP BOOKINGS  
ARE AVAILABLE**

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TRAINING BOOKING FORM

PLEASE COPY AND COMPLETE THIS FORM AND FAX, POST OR EMAIL TO THE ACT ADDRESS BELOW FOR EACH PARTICIPANT. PLEASE PRINT CLEARLY IN BLACK INK.

Course Name: Date: Cost: ACT Member Non member (tick as appropriate) [repeated 3 times]

Participant details

Title: Mr/Ms/Mrs/Miss First name: Last name: Company Name: Job title: Department: Company Address: Postcode/City: Country: Telephone Number: Mobile Number: Email Address: Special Requirements: (Dietary, hearing loop, cultural, religious)

If booking person's details are different from the above, please add details below:

Payment details (Payment must be settled within 21 days or in advance of the training course, whichever is the sooner)

Payment will be made through the online payment site: https://secure.treasurers.org/makepayment Payment will be made by BACS to ACT (Administration) Ltd. National Westminster Bank: Sort code: 60-00-01. Account number: 01053760. IBAN: GB 94 NWBK 600001 01053760. Swift code: NWNWBKGB2L. Please quote invoice number I enclose a cheque for £ made payable to ACT (Administration) Ltd Please invoice me/my company Please charge £ to my American Express / Visa / MasterCard / Maestro card Account number: Expiry date: For Maestro cards only, issue number: Valid from: Please do not submit credit card details via email

Signature: Date:

If cardholder name and address are different from above participant details, kindly detail below:

I confirm that I have the authority of my company to incur this expenditure. I understand that invoices must be settled within 21 days or in advance of attendance of the training course, whichever is the sooner. I further understand that participants will be held responsible for payment of invoices.

Name: Signature: Date:

The participant's details will be held on the ACT's database and, where relevant, passed to the course provider (if not the ACT) for purposes of processing the booking and the administration of the course.

TERMS AND CONDITIONS: By submitting this booking you undertake to have read and accepted the ACT's terms and conditions (see www.treasurers.org/termsandconditions/training).

DATA PROTECTION: The information you provide will be safeguarded by the ACT and only passed to the relevant course provider in order that it can process the booking.

A participants' list will be produced for each training course with details restricted to name, job title and company. This list will be shared with the trainers and other course participants but will not be disclosed to any other third party.

The ACT will retain your details on its database in order to keep you informed of other relevant products and services. If you do not want to receive this information, please tick here

Bookings and Enquiries

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