



Corporate Treasury Management - (3-day course)

This 3-day course deals with all major aspects of corporate treasury. Participants will learn how to manage treasury activities better and what new approaches and technologies can help them do a better job. The scope of the course is global with special focus on the U.S. financial environment. It is suitable for treasury managers of all organizational levels and all sizes of business.

Targeted Audience

Any manager, from entry level to senior executive, who is active in or in charge of treasury activities. Bankers and other financial service providers who deal with corporate treasurers.

Special Offer

Clients who register for this course will receive a complimentary 4-month subscription to FT.com. The Financial Times is the world's most respected financial newspaper, providing a broad assessment on finance, business and the industrial sector. The move to the electronic version follows an ongoing review of our environmental responsibilities as a global business and as part of the Pearson group. FT.com also has features that are not available in hard copy, such as: Special Reports, Alphaville, editor blogs, education sections and much more! Subscriptions will start within 6-8 weeks of the start of class and are limited to one subscription per client. (Please note: as of May 1, 2011, the electronic subscription replaces the hard-copy 3-month Financial Times subscription.)

Advance Preparation

No advance preparation required.

Prerequisites

There are no prerequisites.

Learning Objectives

Students will be able to:

- . Develop an action plan for evaluating and improving their treasury operations
- . Apply general principles to their specific situations through interactions with the course leader and other participants
- . Understand best practices in treasury management
- . Negotiate better terms and pricing with their financial service providers
- . Improve their cash flow forecasting systems and techniques

Follow-Up Courses

Asset Liability Management

Level: Intermediate

CPE Credits: 21.0

Instructional Method: Group-Live

Detailed Outline

Day 1-Non-Financial Functions

Session 1: The Treasury Function

- . The importance of the treasury function
- . What an effective treasury department does
- . Evaluating the treasury function

Case: Where's the Cash?

Session 2: Treasury Strategies and Best Practices

- . Setting an overall strategy
- . New technologies, approaches, and best practices
- . Potential problems and economies of scale

Session 3: Treasury operations

- . Cash flow management and the daily cash

Day 2-Liquidity Management

Session 5: Cash Flow Forecasting

- . Short-term and long-term views
- . Managing information vs. predicting flows

- . Approaches and techniques

Case: Evaluating cash forecasts

Session 6: Overview of Liquidity Management

- . Resources
- . Driving forces
- . Treasury's role

Case: Establishing liquidity reserves

Session 7: Managing Short-Term

position

- . Treasury management information systems
- . Menu of bank services and their costs

Case: Streamlining Cash Flows

Session 4: Managing Bank Relations

- . Managing bank relations and compensation
- . Using RFPs wisely
- . Measuring performance

Case: Measuring compensation performance

Session 4: Working Capital Influences

- . Credit and receivables
- . Inventory, purchasing, and payables

Case: Managing Working Capital

Investment

- . Short-term instruments and markets
- . Short-term strategies
- . Measuring investment performance

Case: What do short-term investors choose?

Session 8: Managing Short-Term Borrowing

- . Short-term instruments and markets
- . Managing bank relations
- . Short-term strategies
- . Measuring borrowing performance

Case: What do borrowers select?

Day 3: Risk, Working Capital, & Global Treasury

Session 9: Managing Financial and FX risk

- . Instruments and strategies
- . Using risk instruments
- . Monitoring use of derivatives with server risk potential

Session 10: Working Capital Influences (part 1)

- . Managing trade credit
- . Managing accounts receivable
- . Financial impact of inventory control systems

Case: Managing Working Capital

Session 11: Working Capital Influences (part 2)

- . Financial effects of purchasing
- . Managing accounts payable
- . Outsourcing

Session 12: Global Treasury

- . Differences vs. U.S.
- . Specialized global treasury techniques and services
- . New services and developments in global Treasury Information Services

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