

SEMINAR

WORKING CAPITAL ANALYTICS

BARRY M FROHLINGER, INC.

WORKING CAPITAL ANALYTICS

This seminar will teach participants to understand the importance of working capital management from the viewpoint of the corporate client.

The objectives of this seminar are to teach the participants:

- to understand the strategic emphasis of working capital management in assisting:
 - in the creation of shareholder value and
 - in cash flow and liquidity,
- to understand the industry influences and management efforts on working capital levels,
- to understand peer, trend and seasonal analysis,
- to understand the terminology commonly associated with working capital management,
- to understand the definition of working capital and understanding its linkage to the financial statements,
- to understand the implications of working capital levels,
- to understand the relationships between cash/marketable securities and short term and long term debt on the balance sheet.

Considerable attention is given to developing a foundation for analysis coupled with case applications and improvement in articulation of items of importance.

Attention is given to developing an intellectual inquisitiveness combined with judgment about the importance of issues identified by analysis.

The seminar takes two half days to complete.

PreWork: the participants will receive reading and a case assignment as preparation for the seminar.

PART I

1 Working Capital Mechanics

The objectives of Part I of the seminar are to teach the participants:

- to understand the terminology commonly associated with working capital management,
- to understand the definition of working capital and understanding its linkage to the financial statements.

PART 2

1 Working Capital Management

The objectives of Part 2 of the seminar are to teach the participants:

- to understand the relationship between working capital management and cash flow and liquidity,
- to understand the industry influences and management efforts on working capital levels,
- to understand peer, trend and seasonal analysis,
- to understand the implications of working capital levels,
- to understand the relationships between cash/marketable securities and short term and long term debt on the balance sheet.

PART 3

1 Working Capital Strategy

The objectives of Part 3 of the seminar are to teach the participants:

- to understand the strategic emphasis of working capital management in assisting:
 - in the creation of shareholder value and
 - in cash flow and liquidity,

PART 4

1 Working Capital Applications

The objective of Part 4 of the seminar is:

- to reinforce the first three parts of the seminar with a case application.