

# € TRAINING

Revenues With Cash Receipts and Treasury

A group of four smiling business professionals (two men and two women) are seated at a table in a meeting room. They are all wearing white shirts. The woman in the foreground is wearing a black top and a multi-strand necklace. The background is blurred, showing a bright, modern office environment.

23 - 27 December 2024  
Kuala Lumpur (Malaysia)



# Revenues With Cash Receipts and Treasury

REF: F1811 DATE: 23 - 27 December 2024 Venue: Kuala Lumpur (Malaysia) - Fee: 5300 Euro

## Introduction:

This training program explores the critical aspects of revenue management, cash receipts, and treasury functions, providing participants with the tools to manage financial inflows efficiently. It empowers participants to optimize cash flow, enhance liquidity, and improve overall financial stability.

## Program Objectives:

At the end of this program, participants will be able to:

- Understand the principles of revenue management and forecasting.
- Manage and optimize cash receipts effectively.
- Implement treasury management best practices for cash flow optimization.
- Mitigate financial risks through effective treasury strategies.
- Leverage technology to enhance treasury operations and financial reporting.

## Targeted Audience:

- Financial Managers.
- Treasury Professionals.
- Cash Management Specialists.
- Accounts Receivable Managers.
- Business Executives.

## Program Outline:

### Unit 1:

#### Revenue Management and Forecasting:

- Fundamentals of revenue management and its importance.
- Techniques for forecasting revenues accurately.
- Aligning revenue strategies with business goals.

- Understanding revenue recognition principles.
- Tools for tracking and analyzing revenue streams.

## Unit 2:

### Cash Receipts and Accounts Receivable Management:

- Effective management of cash receipts.
- Streamlining accounts receivable processes.
- Ensuring timely collection and managing overdue accounts.
- Techniques for optimizing working capital.
- Tools for monitoring and reporting on cash inflows.

## Unit 3:

### Treasury Management and Cash Flow Optimization:

- Key principles of treasury management.
- Best practices for managing daily cash flow.
- Short-term and long-term cash flow forecasting.
- Optimizing liquidity and managing surplus cash.
- Strategies for effective cash concentration and disbursement.

## Unit 4:

### Financial Risk Management in Treasury:

- Identifying and managing financial risks in treasury operations.
- Strategies for hedging against market risks currency, interest rate.
- Managing credit risk and counterparty exposure.
- Implementing risk management policies and frameworks.
- Compliance with regulations and standards in treasury management.

## Unit 5:



## Technology and Innovation in Treasury Operations:

- Leveraging treasury management systems TMS for efficiency.
- Automating cash management and reporting processes.
- Using data analytics for treasury decision-making.
- Implementing cybersecurity measures in treasury functions.
- Future trends and innovations in treasury management.