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COURSE BROCHURE

Cash Cycle Optimisation for Credit and Payables Teams Training Course

1 – 5 February 2027
Barcelona

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Registered in the United Kingdom and Saudi Arabia

Cash Cycle Optimisation for Credit and Payables Teams Training Course

Ref: 2108_77676 **Date:** 1 – 5 February 2027 **Location:** Barcelona **Fees:** 5600 GBP

Cash Cycle Optimisation for Credit and Payables Teams is a 1-week training course for credit controllers, accounts receivable and payable leads and treasury staff, in which each participant builds a cash cycle improvement plan with measured targets. Slower customer payments, pressure from suppliers for faster settlement and higher borrowing costs make every day of the cycle expensive. Jupiter Prime Training runs this course on cash cycle optimisation.

Why Cash Cycle Optimisation for Credit and Payables Teams Matters Now

Three groups pull on the cash cycle today: customers who stretch payment, suppliers who ask for earlier settlement or early-payment discounts, and lenders whose rates make short-term funding costly. An organisation that links days sales outstanding, days payable outstanding and stock days into one view frees cash without damaging customer or supplier relationships; one that manages them in isolation swaps one problem for another. The course rests on the cash conversion cycle CCC model, aged debt analysis and payment terms benchmarking.

Who Gains Most from Cash Cycle Optimisation for Credit and Payables Teams

- Staff who set customer credit limits and approve new trading accounts
- Collections leads who chase overdue invoices and resolve disputes
- Payables leads who schedule supplier runs and negotiate payment terms
- Treasury staff who forecast short-term cash and manage facility headroom
- Inventory and order-desk coordinators whose choices shape stock days

A shared services or finance operations group that sends its receivables, payables and treasury leads together gains most.

Cash Cycle Optimisation for Credit and Payables Teams Capabilities

Participants turn invoice ageing, payment runs and stock into one measure of cash tied up.

- Calculate days sales outstanding, days payable outstanding, stock days and the resulting cycle — finance controllers
- Design a credit policy with scoring, limits and escalation steps — sales directors and credit committees
- Build a collections cadence by risk segment and dispute type — receivables leads
- Weigh supplier term extensions against early-payment discounts and supply risk — procurement and payables leads
- Test the cash effect of stock-day reductions with operations — supply planners
- Specify measured cycle targets with owners and monthly tracking — treasury and finance leaders

Key Cash Cycle Optimisation for Credit and Payables Teams Terms

- Cash conversion cycle — stock days plus days sales outstanding minus days payable outstanding, showing how long cash is tied up.
- Days sales outstanding — the average number of days customers take to pay invoices after the sale.
- Days payable outstanding — the average number of days an organisation takes to pay its suppliers.
- Aged debt report — a listing of unpaid customer invoices grouped by how many days overdue they are.
- Credit limit — the maximum unpaid balance a customer may carry before new orders are held.
- Early-payment discount — a price reduction a supplier offers in return for settlement before the agreed due date.

Cash Cycle Optimisation for Credit and Payables Teams Day by Day

Day 1: Mapping the Cash Cycle

- Cash Conversion Cycle Model — Where Cash Sits Between Purchase and Receipt
- Order-to-Cash Process Map — Delays From Order Entry to Payment
- Procure-to-Pay Process Map — Approval and Payment Run Timing
- Cycle Baseline From Ledgers — Calculating Current Days by Component
- Cost of Cash Tied Up — Funding Cost and Facility Headroom

Day 2: Credit Policy and Customer Terms

- Customer Credit Scoring — Limits for New and Existing Accounts
- Credit Policy Document — Approval Levels, Holds and Escalation
- Payment Terms Benchmarking — Aligning Terms With Sector Practice
- Invoice Accuracy Controls — Preventing Disputes Before They Start
- Credit Security Options — Deposits, Retention and Credit Insurance

Day 3: Collections and Dispute Resolution

- Aged Debt Segmentation — Prioritising Accounts by Risk and Value
- Collections Cadence Design — Reminder, Call and Escalation Timing
- Dispute Logging and Root Causes — Pricing, Delivery and Documentation Errors
- Payment Plan Negotiation — Recovering Overdue Balances Without Losing Customers
- Bad Debt Provisioning Signals — When to Stop Chasing and Write Off

Day 4: Supplier Terms and Stock Days

- Supplier Segmentation for Terms — Strategic, Leverage and Routine Suppliers
- Term Extension Versus Early-Payment Discount — Annualised Cost Comparison
- Payment Run Scheduling — Weekly Cycles and Exception Payments
- Stock Days Drivers — Order Quantities, Safety Stock and Slow Movers
- Short-Term Cash Forecast Link — Feeding Cycle Changes Into Treasury Forecasts

Day 5: Practising the Cash Cycle Improvement Plan

- Cycle Baseline Case — Applying Day Calculations to Distribution and Construction Examples
- Credit and Collections Redesign — Peer Review of Policy and Cadence
- Supplier Terms Proposal — Testing Discount and Extension Choices
- Target Setting and Ownership — Monthly Cycle Dashboard and Owners
- Cash Cycle Improvement Plan — Final Assembly With Measured Targets

Applying Cash Cycle Optimisation for Credit and Payables Teams After the Course

- Recalculate the current cycle from ledger data and agree component targets.
- Segment the aged debt report by risk and launch the new collections cadence.

Cash Cycle Optimisation for Credit and Payables Teams Questions FAQ

What is cash cycle optimisation for credit and payables teams and why does it matter now?

Cash cycle optimisation for credit and payables teams is the joint management of customer credit, collections, supplier terms and stock days to shorten the time cash is tied up. It matters now because funding costs have risen.

Which roles gain most from cash cycle optimisation for credit and payables teams?

Credit controllers, collections and payables leads and treasury staff gain most. Order-desk and inventory coordinators also benefit.

How does cash cycle optimisation for credit and payables teams differ from a senior working capital course?

It works at the level of daily credit decisions, collections calls and payment runs, rather than group treasury strategy or funding structures.

What do you bring back from cash cycle optimisation for credit and payables teams?

You bring back an improvement plan for your own organisation: a cycle baseline, a revised credit policy and collections cadence, a supplier terms proposal and measured targets with named owners.

Cash Cycle Optimisation for Credit and Payables Teams: The Way Forward

The cash cycle improvement plan gives receivables, payables and treasury leads one shared target for days and cash. Its first use is agreeing which customer segments and supplier groups to act on this quarter. After the first month of tracking, the balance between faster collections and supplier relationships is worth revisiting, since pressure on one side often shows up later on the other.