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Cash Release Leadership Training Course for Cross-Functional Managers

31 January – 4 February 2027
Amman

Cash Release Leadership Training Course for Cross-Functional Managers

Ref: 2207_81587 **Date:** 31 January – 4 February 2027 **Location:** Amman **Fees:** 3300 GBP

Cash Release Leadership is a 1-week training course for operational and finance managers who lead cross-functional teams, and it ends with a Trapped Cash Release Roadmap agreed by sales, supply and finance leads. Cash tied up in receivables, stock and supplier terms now limits investment choices. Jupiter Prime Training delivers Cash Release Leadership as a core course for managers who own the levers.

Why Cash Release Leadership Matters Now

Three pressures shape how organisations treat liquidity today: lenders and boards asking sharper questions about the cash conversion cycle, customers stretching payment habits, and supply volatility that tempts buyers to hold safety stock. An organisation that leads these levers well funds growth from its own balance sheet and absorbs shocks calmly; one that leaves them to finance alone finds cash locked in overdue invoices and idle stock. The course rests on working capital practice, the cash conversion cycle model and the thirteen-week rolling cash forecast.

Who Gains Most from Cash Release Leadership

- Managers responsible for order-to-cash, from credit terms to collection follow-up
- Managers who set stock levels, replenishment rules and warehouse priorities
- Managers who negotiate supplier terms and approve purchase commitments
- Finance business partners who prepare cash forecasts and explain variances
- Operations managers whose scheduling and service choices drive billing timing

The strongest gains come when a sales lead, a supply chain lead and a finance partner from the same business unit attend together and build one shared cash agenda.

Cash Release Leadership Capabilities

Participants trace every operational habit to its cash footprint and steer peers towards releasing it.

- Calculate days sales outstanding, days inventory outstanding and days payables outstanding — monthly unit reviews
- Map the cash conversion cycle across order, stock and supplier flows — budget owners
- Build a thirteen-week rolling cash forecast with driver-based assumptions — treasury and leadership
- Weigh service levels against stock holding and credit exposure — commercial and supply leads
- Design cross-functional cash targets and shared incentives — senior sponsors
- Communicate cash release progress in language each function accepts — frontline teams

Key Cash Release Leadership Terms

- Working capital — the funds a business needs to run its daily trading cycle.
- Cash conversion cycle — the number of days between paying suppliers and collecting cash from customers for the goods sold.
- Days sales outstanding — the average number of days customers take to pay invoices after a sale is billed.
- Days inventory outstanding — the average number of days stock is held before it is sold or consumed.
- Trapped cash — money tied up in overdue receivables, excess stock or early payments that operations could release.
- Rolling cash forecast — a forecast extended each week that projects receipts and payments over the coming thirteen weeks.

Cash Release Leadership Day by Day

Day 1: Where Cash Gets Trapped

- Cash Conversion Cycle Map — Locating Delays Across Order and Supply Flows
- Profit Versus Cash Comparison — Explaining Why Profitable Units Still Run Short
- Working Capital Ratio Set — Choosing the Measures Each Function Owns
- Trapped Cash Heat Map — Ranking Pockets by Size and Ease
- Stakeholder Cash Interest Grid — Seeing What Sales, Supply and Finance Protect

Day 2: Receivables and the Order-to-Cash Chain

- Credit Terms Matrix — Matching Customer Risk to Payment Conditions
- Invoice Accuracy Audit — Removing Disputes That Delay Collection
- Aged Debt Review Routine — Prioritising Follow-Up by Value and Age
- Collection Escalation Ladder — Agreeing When Sales Joins the Conversation
- Days Sales Outstanding Driver Tree — Linking Billing Habits to Cash Timing

Day 3: Inventory and Payables Levers

- Stock Segmentation by Velocity — Setting Holding Rules for Fast and Slow Lines
- Safety Stock Calculation — Balancing Service Promises Against Tied-Up Cash
- Obsolete Stock Disposal Plan — Deciding Write-Down, Return or Clearance
- Supplier Terms Negotiation Brief — Extending Payment Days Without Harming Supply
- Payment Run Calendar — Aligning Supplier Payments With Agreed Terms

Day 4: Forecasting and Leading Cash Decisions

- Thirteen-Week Rolling Cash Forecast — Projecting Receipts and Payments by Driver
- Forecast Variance Review — Separating Timing Gaps From Real Shortfalls
- Scenario Stress Test — Preparing Responses to Late Payers and Supply Shocks
- Shared Cash Scorecard — Giving Every Function One View of Progress
- Cash Incentive Design — Rewarding Release Without Hurting Customer Service

Day 5: Practising the Trapped Cash Release Roadmap

- Heat Map Refresh With Unit Figures — Confirming the Largest Release Pockets
- Receivables and Stock Action Pairing — Sequencing Quick Wins and Structural Fixes
- Forecast Link Test — Showing Each Action's Effect on Weekly Cash
- Cross-Functional Sign-Off Rehearsal — Handling Objections From Sales and Supply Leads
- Trapped Cash Release Roadmap — Owners, Milestones and Weekly Tracking Measures

Applying Cash Release Leadership After the Course

- Run a first aged debt and slow stock review with sales and supply leads, using the heat map to agree three release actions.
- Launch a thirteen-week rolling cash forecast for the unit and hold a weekly variance conversation with the finance partner.

Cash Release Leadership Questions FAQ

What is Cash Release Leadership and why does it matter now?

Cash Release Leadership is the practice of leading several functions to free cash tied up in receivables, inventory and supplier terms. It matters now because slower customer payments and costlier borrowing make internally released cash the cheapest funding an organisation has.

Which roles gain most from Cash Release Leadership training?

Operational and finance managers gain most, especially those who own credit terms, stock levels, purchasing or cash forecasts. You benefit further when sales, supply and finance colleagues from one unit attend together.

How does Cash Release Leadership differ from a corporate finance or treasury course?

Cash Release Leadership focuses on the operational levers managers control and on persuading peers in other functions. A treasury course covers central funding and capital structure decisions instead.

What do you bring back from Cash Release Leadership training?

You bring back a cash release plan with named owners, a working capital measure set and a rolling cash forecast template.

Cash Release Leadership: The Way Forward

The Trapped Cash Release Roadmap first informs which receivables and stock pockets to tackle in the coming quarter. Unit heads, finance partners and supply leads use it to assign owners and track weekly cash movement. After its first cycle, revisit the balance between service levels and stock holding, since customer expectations shift faster than replenishment rules.