



Bridging physical and financial supply chains

## Supply Chain Practice Workshop: “Improving Working Capital Management”

### About the Workshop

Delve into the intricate world of The Cool Connection, a leading manufacturer of personal care products on the cusp of challenging times. Over two transformative days, participants will navigate the intricacies of managing declining performance while mastering efficient working capital management and the implementation of an Integrated Business Planning (IBP) process. The stakes? High! The environment? Charged with pressure! Your tools? Effective value chain management and collaborative decision-making.

### Target Group

This workshop is specially curated for:

- **Supply Chain Experts:** Refine your skills and deepen your insights into integrated working capital management.
- **Financial Strategists:** Understand the intertwining of physical and financial supply chains for optimum capital management.
- **Sales & Purchasing Professionals:** Grasp the nuances of cross-functional collaboration in a high-stakes business environment.
- **Business Managers & Leaders:** Equip yourself with the tools to lead, adapt, and strategize in dynamic markets.

### What Will You Learn?

- **Integrated Management:** Explore the bridging of the physical and financial supply chains for holistic business management.
- **Working Capital Wisdom:** Navigate the trade-offs in managing working capital and understand its implications for business health.
- **Risk Management:** Delve into coordinated strategies to manage and mitigate supply chain risks.
- **Value Chain Synergy:** Appreciate the delicate balance of cross-functional roles and their collaborative trade-offs.
- **Finance in Supply Chain:** Discover the manifold benefits of integrating a Supply Chain Finance solution for superior business outcomes.

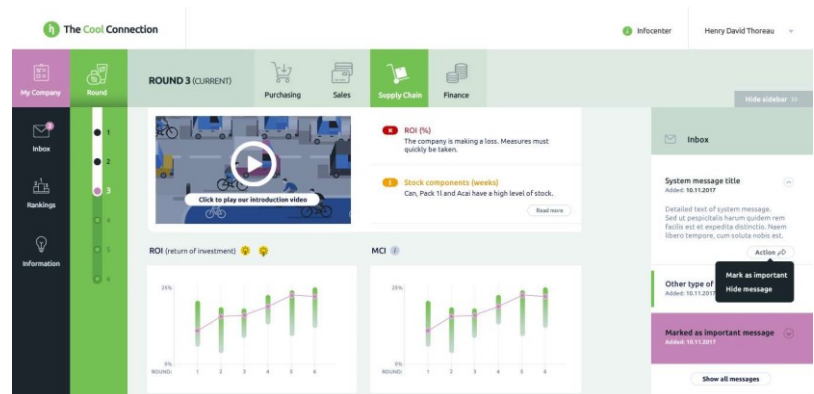
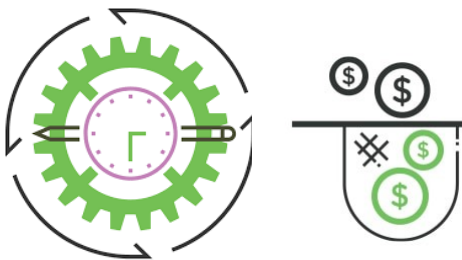
## The Business Simulation

Participants get to run their own virtual company called The Cool Connection, a manufacturer of personal care products. Faced with declining performance, the management team must get the company back on track. The challenges can be to manage its working capital efficiently and effectively or to set up a cross functional IBP process. It's a high-pressure environment in which effective value chain management is the key to success!

Working in teams of four, participants will represent the functional roles of

- VP Supply Chain
- VP Sales
- VP Purchasing
- VP Finance

In this workshop, participants will delve into the intricacies of working capital, understanding its significance as the cornerstone for daily operations and how it's derived from current assets minus liabilities. Through hands-on scenarios, attendees will explore supply chain finance schemes, navigating the nuances of Net Working Capital (NWC) across various stages: from pre-shipment to post-shipment. We'll uncover the ripple effects of strategic decisions on working capital, emphasizing the potential impacts on suppliers, customers, and integral processes. By fostering a collaborative learning environment, participants will grasp the need for a holistic approach to working capital management that bridges functions within a company. By the end, attendees will appreciate the pivotal role of working capital, especially in liquidity-challenged settings, prompting companies to seek innovative supply chain finance collaborations.



## Registration

**Mastering Capital & Collaboration!** This isn't just another workshop—it's a deep dive into the very essence of how businesses operate, thrive, and overcome challenges. With "The Cool Connection", witness a harmonious blend of strategy, finance, and supply chain insights that empower businesses to soar, even amidst turbulence.

For more details or to enroll, visit our website

<https://www.pmi-m.de/en/seminars/scpractice/> or reach out to our dedicated training team now ([info@pmi-m.de](mailto:info@pmi-m.de))!