



Upon completion of this workshop, participants will be familiar with:

T Financial Statements and Analysis

- Balance Sheet
- Income Statement
- Statement of Net Cash Flow

T Cash Flow Analysis

- Operating Cycle - Variable Analysis
(e.g., Pricing Modifications, Payment Term Modifications,
Early Pay Discounts, Vendor Payment Cycle Modifications)

T Defining Net Working Capital, Working Capital Requirements, and Net Liquid Balance

T Cost-Volume-Profit Relationships

T Budgets and Budgeting

- Flexible Budgets and Standards

T Cash Management and Financing

- Forecasting
- Operating Cost Control
- Quality Control
- Collection Efforts and Credit Policy
- Matching Financing to Needs (Short-Term vs. Long-Term)
- Inventory Management

T Long-Term Capital Budget Decision

