

Quick financial assessment of customers, suppliers and partners

WHO SHOULD ATTEND?

Sales Managers, Procurement and Supply Chain Officers – Project Managers – Financial and non-financial Managers who have to assess quickly the financial situation of business partners

Prerequisites: *this training does not require any particular prerequisite.*

OBJECTIVES

- › Master an approach and develop reflexes to assess the financial situation of a company
- › Be able to gauge the evolution over time of the main indicators, and to identify critical thresholds
- › Know how to anticipate and appraise the main financial risks
- › Develop the capacity to support business partners in their financial management
- › Know when to communicate concerns and call on expertise at the right time

WHY YOU SHOULD ATTEND?

- › The continuity of business partners represents a major challenge for the success of commercial, procurement and business development activities. Many different actors in the company are expected to take position on a partner in terms of financial situation. This is usually done under short notice and with limited financial data.

In a day, this training gives participants the keys to adopt the right approach, to make the best of available information and to ask the right questions.

DETAILED CONTENT

› Introduction

- One best practice: get ready to act/react
- Understand the Business Model (Key partnerships, Activities, Resources and Cost Structure)
- Understand the expectations in terms of profitability and cash generation

› Where do the information come from?

- Balance sheet... and off-balance sheet
- Income statement
- Cash flow statement

› The diagnostic process (a dynamic approach)

- Reminder: the keys aspects of the business model
- Operating profitability (difference between profit and return)
- Is the financial structure adapted?
- Link between WCR (Working Capital Requirement) and cash flow statement

› Formulating the diagnostic – 5 indicators

- EBITDA
- Debt to equity ratio (Gearing)
- Liquidity (Quick ratio)
- WCR in % or in days of sales
- Financial debt over EBITDA

› Four reflexes

- What shall I look for?
- Where can I find the relevant information?
- How can I avoid pitfalls?
- When is the right time to raise a red flag?

INSTRUCTIONAL APPROACH AND LEARNING ASSESSMENT

- **Prior to the session:** educational video and self-assessment quiz
- **During the session:** alternation of theoretical developments, illustrations and practical cases. Interactive quizzes and a summary case study ensure knowledge acquisition.
- **After the session:** the trainer is available to answer any follow-up questions participants may have.

DURATION: 2 DAYS

DATES*: 15-16/01/24
08-09/07/24
16-17/12/24

PRICE EXCL. VAT: 1 860 €

(*) Delivery method: face-to-face, subject to change according to your requests and/or health conditions.

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