



# SMEs Cash Flow & Projection Analysis

### **Course Description:**

This course was developed for SMEs bankers, relationship management and middle management staff, in addition to credit departments. The participants will learn cash flow and working capital management to maximize the use of cash. They will also learn how to design short-term and long-term projections to determine the financing needs for SMEs companies.

### **Target Audience:**

This program targets SMEs bankers, relationship management and middle management staff, in addition to credit departments.

### **Course Objectives:**

- Identify Cash Flow Statement Analysis.
- Conduct the Projection, Assumptions and Financing Needs.

### **Course Outlines:**

#### **Module 1: Cash Flow Statement Analysis**

- Introduction of Cash Flow Statement.
- Classification of Cash Flow.
- Cash Flow Reporting Methods.
- Cash Flow analysis.
- Cash flow indirect method 3 & 6 Blocks.
- Cash Flow Ratios.

#### **Module 2: Projection and Financing Needs**

- Projections Model.
- Steps for Constructing Projections.
- Sales Projection Methods (Assumptions).
- Short-term need projection.
- Long-term need projection.

### **Delivery Method:**

In-class

### **Assessment Strategy**

- Each Participant must achieve 60% cut-off score to attain a certificate of completion.
- 20% participation.
- 80% marks for the final exam. Participants must achieve 60% Cut Off Score in the Exam.
- Each Participant must achieve 80% attendance of the total in class sessions..

### **Upon Successful Completion of this Course, participants will obtain:**

- This course entitles participants to obtain 3 CEUs

### **Course Language:**

- English

### **Course Duration:**

- 37 Hours

### **Prerequisites:**

- Have knowledge of Financial statement analysis.

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