

## Small and Medium Enterprises



**6012-P26-CE**



**In-Class**



**37 hours**



**EGP 13,600**

### **Course Description:**

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

### **Target Audience:**

This program targets SME 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 Outline:**

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

- Introduction of Cash Flow Statement.
- Classification of Cash Flow.
- Cash Flow Reporting Methods.
- Cash Flow analysis.
- 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.

### **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.
- 80% attendance of the sessions for in-class programs.

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

This course entitles participants to obtain 3 CEUs.

### **Course Language:**

English.

### **Prerequisites:**

The participant should be aware of financial statement analysis.