

## TIME & CAPITAL CONTROL



The purpose of the course is to give you knowledge on:

- The interaction between working capital and lead-times and how this influences business.
- Conditions and requirements on profitability and customer value.
- Different possibilities to make a positive change and how to begin.
- Basic vocabulary and definitions of crucial key figures.

This training course will take one to three hours to complete including the test.

## COURSE OUTLINE

### INTRODUCTION

1. Introduction
2. Why should I care about working capital?
3. What controls the amount of working capital?
4. How are the actors influenced?
5. What are the pitfalls for improvements?

### TIME&BUSINESS

1. How long does it take to transfer expenses to income?
2. Reducing lead-times is that a goal of something else?
3. Japanese sea - What does it mean?
4. Why is time so crucial?

*CAPITAL&PROFIT*

1. How to provide a company with necessary working capital?
2. Why is it important to grow?
3. How does working capital influence profitability?
4. What is Return On Working Capital?
5. Is ROWC more important than EBIT?
6. Why are requirement on ROWC higher than normal bank interest rates?
7. Is there a difference between receiving credit compared to giving credit?

*MANAGEMENT*

1. How do you solve a cash flow problem?
2. How do you improve profitability?
3. The "Scale-Up" vs "Speed-Up" Story
4. How do you monitor working capital performance?
5. Is less Working Capital always better?
6. How do you find the LEAN level of Working Capital?
7. Where to find support and inspiration
8. How is your company doing?

*TEST*

20 Multiple choice questions. If incorrectly answered, the student is automatically guided to the relevant section of the course for a refresh. Then answer the question again.

When >80% correct answers submitted → Pass → Diploma  
Course evaluation.