**CII – IL FUNCTIONAL EXCELLENCE COURSE COMPONENTS**

**EM-18: WORKING CAPITAL MANAGEMENT**

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| **BLOCK** | **UNIT NOs** | **UNIT TITLE** |  |
| **I** |  | **CONCEPTS AND DETERMINATION OF WORKING CAPITAL** |  |
|  | 1 | Conceptual Framework |
|  | 2 | Operating Environment of Working Capital |
|  | 3 | Determination of Working Capital |
|  | 4 | Theories and Approaches |  |
| **II** |  | **MANAGEMENT OF CURRENT ASSETS** |  |
|  | 5 | Management of Receivables |
|  | 6 | Management of Cash |
|  | 7 | Management of Marketable Securities |
|  | 8 | Management of Inventory |
| **III** |  | **FINANCING OF WORKING CAPITAL NEEDS** |  |
|  | 9 | Bank Credit – Basic Principles and Practices |
|  | 10 | Bank Credit – Methods of Assessment and Appraisal |
|  | 11 | Other Sources of Short Term Finance |
| **IV** |  | **WCM : AN INTEGRATED VIEW** |  |
|  | 12 | Liquidity vs Profitability |
|  | 13 | Payables Management |
|  | 14 | Short-Term International Financial Transactions |
|  | 15 | Integrating Working Capital and Capital Investment Process |  |