

**COURSE DATA****Data Subject**

Code	44218
Name	Cash management and relation with financial institutions
Cycle	Master's degree
ECTS Credits	3.0
Academic year	2023 - 2024

Study (s)

Degree	Center	Acad. Period
2195 - M.U. en Finanzas Corporativas	Faculty of Economics	1 Second term

Subject-matter

Degree	Subject-matter	Character
2195 - M.U. en Finanzas Corporativas	6 - Financing	Obligatory

Coordination

Name	Department
LASSALA NAVARRE, CARLOS	172 - Business Finance

SUMMARY

The expert in Corporate Finance must be able to provide specialized financial, economic, and strategic advice in the different phases of business operations and offer adequate solutions. Corporate Finance covers a wide range of operations and, among them, the so-called *cash management* activities, and the relations of companies with financial institutions.

In the Master in Corporate Finance, the module *Cash management and relationship with financial institutions* is mandatory and is taught in the second semester of the first year.

Among the different areas of the financial management of the company, *cash management* stands out for its economic importance and for the involvement of several departments with different interests: financial, purchasing, commercial and production. The difficulty of homogenizing management policies between the different departments makes it difficult to implement *management* techniques and criteria in to handle any problems that may arise. The financial department establishes a homogeneous vision, from the point of view of financial cost, to address *cash management*. However, it is necessary to deepen the continuous search for the best techniques and forms of management to be applied in all *cash management* activities. The difficulty of obtaining financing in traditional financial markets forces companies to improve internal management techniques and pay special attention to their day-to-day relationship with



customers, suppliers, and financial institutions.

In view of the above, this subject studies and applies the concepts, methodologies and practical instruments on which the financial managers of companies must rely to face with success their daily *cash management* activities, in particular, the relationship with customers, suppliers and financial institutions.

PREVIOUS KNOWLEDGE

Relationship to other subjects of the same degree

There are no specified enrollment restrictions with other subjects of the curriculum.

Other requirements

Basic concepts of treasury management.

OUTCOMES

2195 - M.U. en Finanzas Corporativas

- Actuar en el marco de los Derechos Humanos, los principios democráticos, los principios de igualdad entre mujeres y hombres, de solidaridad, de protección medioambiental, de accesibilidad universal y diseño para todos, y de fomento de la cultura de la paz.
- Students should apply acquired knowledge to solve problems in unfamiliar contexts within their field of study, including multidisciplinary scenarios.
- Students should be able to integrate knowledge and address the complexity of making informed judgments based on incomplete or limited information, including reflections on the social and ethical responsibilities associated with the application of their knowledge and judgments.
- Students should communicate conclusions and underlying knowledge clearly and unambiguously to both specialized and non-specialized audiences.
- Students should demonstrate self-directed learning skills for continued academic growth.
- Students should possess and understand foundational knowledge that enables original thinking and research in the field.
- Integrar en el área financiera de la empresa las nuevas tecnologías en su labor profesional.
- Capacidad para preparar, redactar y exponer en público informes y proyectos sobre política económica y economía pública de manera clara y coherente, defenderlos con rigor y tolerancia y responder satisfactoriamente a críticas sobre los mismos.
- Analizar de forma crítica tanto su trabajo como responsable de las finanzas empresariales, como el de sus compañeros.
- Ser capaz de buscar, seleccionar y valorar información emanada de los distintos agentes del entorno, a través de métodos tradicionales y de las tecnologías de la información y de la comunicación para utilizarla de forma efectiva ante problemas y situaciones relacionadas con las finanzas corporativas.



- Trabajar en equipo con eficacia y eficiencia tanto en el área financiera como en las otras áreas funcionales de la empresa.
- Tomar decisiones tanto individuales como colectivas en su labor profesional como responsable financiero de la empresa.
- Construir una actitud proactiva ante los posibles cambios económicos y financieros que se produzcan en el ámbito de su labor profesional como responsable de las finanzas de la empresa.
- Habilidades en la negociación y resolución de problemas y conflictos en el ámbito económico-financiero de la empresa.
- Distinguir el coste asociado a las distintas fuentes financieras, las principales formas de retribuir a los accionistas y su impacto sobre el valor de la empresa.
- Precisar y rentabilizar la política de pagos a proveedores y saber formular y resolver los modelos de gestión de inventarios.
- Reinforce the importance of liquidity management as a key element in the normal development of a company's financial activity and be able to establish the optimum level of the firm's treasury.
- Distinguir los fundamentos básicos que rigen la negociación bancaria y los medios financieros a disposición de la empresa.

LEARNING OUTCOMES

In addition to the general and basic skills that the student must acquire with the completion of the *Master in Corporate Finance*, at the end of the module *Cash management and relationship with financial institutions*, the student must be able to:

- Assess the importance of liquidity management as a key element in the normal development of a company's financial activity.
- Know the necessary concepts in treasury management and be able to optimize the level of treasury of a company.
- Know how to determine your financing needs and the handling of the main banking instruments.
- Plan, organize, control, and evaluate the implementation of the different financing alternatives for the company.
- Distinguish the fundamentals that govern banking negotiation and the financial means available to the company.
- To be able to identify the cost elements in relations with financial institutions.
- Know how to prepare the negotiation process between the company and the financial institution according to their bargaining power.

SOCIAL SKILLS:

Through interaction in the classroom, individual work and group work, it is intended that students develop a set of complementary skills, in addition to the content objectives and skills to be acquired:



- Critical and reflective skills through the preparation and discussion of the different cases proposed based on real business situations.
- Capacity for analysis and synthesis that requires problem solving and decision making in general.
- Skills for the search and management of information, bibliographic or not, in different sources, taking advantage of the possibilities of Information and Communication Technologies (ICT).
- Oral and written communication skills, getting used to rationally arguing the presentation of papers and reports.
- Social and interpersonal skills necessary for the development of teamwork and coordination in general.

As for personal development objectives, this course enhances the development of a critical attitude towards information sources, their biases, and their credibility.

Finally, we intend to convey attitudes and values that promote ethical behaviors in personal and professional development.

DESCRIPTION OF CONTENTS

1. PART I CASH MANAGEMENT

ITEM 1. CASH MANAGEMENT FUNDAMENTALS AND TOOLS

ITEM 2. WORKING CAPITAL MANAGEMENT AND CORPORATE FINANCING AND INVESTMENT INSTRUMENTS

ITEM 3. CASH MANAGEMENT CENTRALIZATION

2. PART II RELATIONS WITH FINANCIAL INSTITUTIONS

ITEM 4. BANK-COMPANY RELATIONS

ITEM 5. MANAGEMENT PROCESS: QUANTITATIVE ANALYSIS

WORKLOAD

ACTIVITY	Hours	% To be attended
Theoretical and practical classes	13,00	100
Computer classroom practice	10,00	100
Group work	5,00	100
Tutorials	2,00	100
TOTAL	30,00	



TEACHING METHODOLOGY

As indicated in the “Workload” section, this module is structured in two types of activities: in-class activities and autonomous work.

The in-class activities will be carried out over 10 sessions of 3 hours each in which both theoretical and practical contents will be covered. In the theoretical part of the sessions, the teacher will introduce the main concepts included in the analytical program that is detailed in this syllabus and will be supported by a participating and experimental environment, which encourages the contributions of the students. In the practical part of the sessions, the student will analyze and solve, in the terms that the teacher indicates, the proposed practical cases. Students will have, throughout the sessions, personalized assistance. In order to facilitate students’ participation, they will have the practical materials and cases in advance to prepare and review the necessary theoretical contents before the treatment of the corresponding practice in class.

In addition to the in-class activities, the student will have to do some autonomous learning by doing on their own activities such as: reading and individual study of the bibliographic material and the preparation of the proposed practical cases.

EVALUATION

The evaluation system consists of two parts: continuous evaluation (15% of the final grade) and a final evaluation test (85% of the final grade).

Continuous evaluation shall be based on the following:

- Class attendance and participation
- Attendance at conferences related to the topics of study.
- Activities and work developed during the course.

In the final evaluation system of this subject, two independent blocks will be considered:

The first part, "Cash management", represents 35% of the final grade of the module. The second part, "Relationship with financial institutions" represents 50% of the final grade of the module.

Each of these two blocks must be passed to pass the Cash Management module. In case of failing to pass a block in the first call, the passing grades of the other blocks will be saved for the second call. In case of failing a block in the second call, the passing grades of the other blocks will not be saved for the following academic year.

The evaluation of the two parts will be carried out through a written exam on the basic theoretical and practical contents of the program. This written test will take place on the dates that are enabled for it within the academic calendar of the course.



REFERENCES

Basic

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- CANTALAPIEDRA, M. (2004): Como gestionar la relación de su empresa con los bancos. FC Editorial. Madrid.
- CASANOVAS, M. y FERNÁNDEZ, A. (2001): E-Tesorería. Nuevas tecnologías aplicadas a la gestión de la tesorería. Gestión 2000.
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- MANUALES PRÁCTICOS DE GESTIÓN (2011): La negociación bancaria. Bic Galicia. Ebook.
- OLSINA, F. X. (2009): Gestión de tesorería: optimizando los flujos monetarios. BRESKA.

Additional

- BERK, J.; DeMARZO, P.; HARDFORD, J. (2010): Fundamentos de finanzas corporativas. Pearson.
- BLANCH, LI., ELVIRA, E. y NAVALÓN, M. (2002): Cash management (Gestión de tesorería). Gestión 2000.
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- MUÑIZ, L. (2011): Confeccionar y controlar presupuestos y previsiones de tesorería con Excel. Profit Editorial, Barcelona.
- ORTEGA VERDUGO, F.J. Gestión de la liquidez y de la tesorería. ESIC EDITORIAL



ROBLES, J.F. (2003): Las 100 cuestiones esenciales sobre la práctica de los medios de pago. Instituto Superior de Técnicas y Prácticas Bancarias.

ROSS, S.; WESTERFIELD, R.W.; JAFFE, J.F. (2009): Finanzas Corporativas. Irwin.

