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Titolo	The General Model of Working Capital Management // by Rodrigo Zeidan
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Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	Chapter 1: Introduction -- Chapter 2: Why the general model of working capital management? The U\$1 billion question -- Chapter 3: The General dynamic model of trade credit -- Chapter 4: Market power and working capital optimization -- Chapter 5: The archetypes: from mature, single-product companies to cash-constrained organizations -- Chapter 6: The managerial decisions -- Chapter 7: Building a comprehensive working capital strategy -- Chapter 8: Building Managerial cash-flow statements for budgeting working capital investments -- Chapter 9: Greening supply chains and the role of working capital management -- Chapter 10: Formal Models on Trade credit. .
Sommario/riassunto	This book integrates Working Capital Management, Trade Credit, and Supply-Chain Finance in a comprehensive framework, illustrated by dozens of case studies, including a leading case which explains how improved working capital practices have led to over U\$1 billion in savings for a large company. The General Model of Working Capital Management consolidates the aspects of these subjects spread across

different disciplines, such as finance, accounting, operations, marketing, and more. It includes enough material to make the book accessible to a broad audience, from introductory undergraduate courses to business executives. Offering managerial lessons to optimize companies' cash flow, case studies run the whole gamut, from the small business owner who cried in an executive class when realizing how bad working capital management almost destroyed his business to the significance of Amazon's and Tesco's negative cash conversion cycle for their expansion. Formal models include the relationship between market power and value extraction through changes in payment terms for consumers and suppliers, in-kind finance, and trade credit with asymmetric competing retailers. The book also explores how just-in-time strategies developed under capital constraints to limit working capital investments; they are more than the search for production efficiency. Finally, the chapter about the greening of supply chains describes how companies that can extract resources from their supply chain or act as trade credit lenders have a crucial role in mitigating climate change. Rodrigo Zeidan is Professor of Practice of Business and Finance at New York University Shanghai and Affiliate Professor at Fundação Dom Cabral. He is also a Senior Scholar at the Center for Sustainable Business, NYU Stern, a columnist at Folha de S. Paulo, Brazil's leading newspaper, and an associate editor in multiple international scientific journals.
