Accounts Payable Mastery: Strategic Accounting, Controls, and Digital Transformation

Dubai - UAE: +971 4 450 5697
Istanbul - Türkiye: +90 539 599 1206
Amman - Jordan: +962 79 712 3347

MERCURY

Accounts Payable Mastery: Strategic Accounting, Controls, and Digital Transformation

Introduction:

Accounts Payable AP is no longer just a back-office function—it's a strategic cornerstone of financial control, liquidity management, and corporate governance. This advanced training program provides a deep, practical, and analytical understanding of AP processes, internal controls, automation, vendor management, compliance, and financial optimization. Participants will explore best practices, modern tools, and strategic frameworks used by leading organizations worldwide to achieve efficiency, accuracy, and control across the AP function.

Target Audience:

- Senior accountants and financial controllers.
- Accounts Payable managers and supervisors.
- Finance professionals are involved in procurement and payment cycles.
- Internal auditors and compliance officers.
- ERP system users and financial analysts are seeking deeper operational insight.

Course Objectives:

By the end of this program, participants will be able to:

- Strengthen participants' understanding of advanced AP operations and controls.
- Equip participants with the knowledge to manage AP strategically and align it with financial performance goals.
- Develop the ability to identify and mitigate AP-related risks and compliance issues.
- Apply automation, analytics, and KPIs to enhance accuracy, efficiency, and transparency in payment cycles.
- Integrate AP into broader organizational strategies for working capital and supplier relationship management.
- Design and implement best-in-class AP processes and control systems.
- Evaluate and optimize payment terms, cash flow, and working capital.
- Implement internal audit and fraud-prevention mechanisms within AP.
- Leverage ERP and digital tools for automation and data-driven decision-making.
- Manage vendor relationships strategically to enhance financial performance and reliability.

Targeted Competencies:

- Advanced accounting and financial analysis.
- Process management and internal controls.
- Risk management and compliance.
- ERP systems and automation technologies.
- Strategic decision-making and vendor negotiations.

Dubai - UAE: +971 4 450 5697
Istanbul - Türkiye: +90 539 599 1206
Amman - Jordan: +962 79 712 3347

Course Content:

Unit 1: Advanced Accounts Payable Framework and Structure:

- The evolving role of Accounts Payable in modern finance.
- Relationship between AP, Procurement, and Treasury functions.
- AP process flow: from purchase requisition to payment.
- Documentation standards: invoices, purchase orders, receipts, approvals.
- Centralized vs. decentralized AP structures - pros, cons, and control considerations.
- Integrating AP with ERP and financial systems for transparency and efficiency.
- The role of AP in corporate governance and financial reporting.

Unit 2: Internal Controls, Compliance, and Risk Mitigation:

- Control objectives and segregation of duties within the AP cycle.
- Key compliance frameworks SOX, IFRS, VAT, internal audit standards.
- Identifying and managing AP-related risks and vulnerabilities.
- Fraud detection and prevention in the payables process.
- Audit trails and documentation control best practices.
- Managing duplicate payments, fictitious vendors, and overbilling.
- Creating and monitoring AP policies and procedures for governance.

Unit Three: Cash Flow, Working Capital, and Payment Optimization:

- AP’s strategic role in working capital management.
- Cash flow forecasting using AP data.
- Payment scheduling, prioritization, and discount optimization early payment discounts, dynamic discounting.
- Negotiating optimal credit terms with suppliers.
- Metrics and KPIs: DPO, CCC, and supplier payment performance indicators.
- Techniques for balancing liquidity and supplier satisfaction.
- Impact of AP efficiency on the organization's overall financial health.

Unit 4: Technology, Automation, and Process Innovation:

- The rise of digital transformation in Accounts Payable.
- Electronic invoicing e-invoicing and paperless workflows.
- Use of RPA Robotic Process Automation in AP functions.
- Leveraging Artificial Intelligence for invoice matching and anomaly detection.
- Integration of AP automation with ERP and procurement systems.
- Data analytics dashboards for AP performance tracking.
- Cybersecurity and data privacy in financial operations.
- Future trends: blockchain, digital payments, and smart contracts in AP.

Dubai - UAE: +971 4 450 5697
Istanbul - Türkiye: +90 539 599 1206
Amman - Jordan: +962 79 712 3347

Unit 5: Supplier Relationship and Performance Management:

- Strategic importance of supplier relationship management SRM.
- Building trust, transparency, and partnership with key suppliers.
- Supplier evaluation and performance scorecards.
- Handling disputes, credit notes, and reconciliations professionally.
- Communication protocols and conflict resolution strategies.
- AP’s role in supporting supply chain resilience.
- Aligning AP policies with sustainability and ESG initiatives.
- Continuous improvement through feedback, benchmarking, and innovation.