

SUMMARY

Yunita Astanti Ulinnuha, 2012, **Determination of Working Capital As An Effort To Increase The Company Profitability Through It's Sales (Study at PT Indocement Tunggal Prakarsa Tbk)**, Prof. Dr. Suhadak, M.Ec, Drs. R. Rustam Hidayat, Msi, 103 + xii

Globalizations in the world cause the business world in each country become more competitive. There are several new company are built up and also many variations of product are exist in market. It also effect to the increasing of company's activity in order to maintain viability. Company also wants to gain the profit and maximize the property. This condition also requires the company has adjustment policy to maintain its performance in order to make the company's activities can proceed well. Working capital has an important role in a company. It can be used to fulfill the internal operations in company. In order to make good operations for the company, the management has to determine the amount of working capital itself that will help the survival of the company. Adequacy of working capital affects the smoothness and efficiency in operating cost for the company. Analyzing the determination of working capital, it can be seen how the policy will take up a company in an attempt to improve the effective and efficient operation for the company. Therefore it need to know how the implementation of working capital management can makes the daily operation of the company become more effective and in the end it can increase the profitability of the company through it sales.

The purpose of this research is in order to know the working capital management implementation in PT Indocement Tunggal Prakarsa Tbk. and finding out the determination of working capital that increase the level of corporate profitability.

The type of research used in this research is descriptive research with quantitative approach. The location of this research is in PT Indocement Tunggal Prakarsa Tbk. which already registered in Bursa Efek Indonesia (BEI). Focus of this research are financial ratios analysis, statement of changes in working capital from the period 2009 – 2011, and analysis of projected financial statements.

The result from this research explain that based on the data that has been analyzed, it can be concluded that working capital in PT Indocement Tunggal Prakarsa Tbk is not good enough because it showing from the calculation result of the financial ratios in last three years, still not achieve the ideal measurement.

Regarding the calculation of working capital in order to achieve ideal standard, PT Indocement Tunggal Prakarsa Tbk should manage the component of working capital which is cash, marketable, securities, account receivable, and inventories. Therefore when the factors that influence working capital can be managed well it will give good profitability for the company.