

Customer Receivables Management for Corporates

A Workshop

Programme Content

Introduction Credit Management

- ▲ Role of Credit
- ▲ Leveraging Credit for Business Growth
- ▲ Type of Business and Credit Terms
- ▲ Credit and Transaction Size
- ▲ Sales and Credit Control
- ▲ Exports Credit – Key Issues

Credit Management

- ▲ Payment Terms
- ▲ Commercial Terms
- ▲ Contractual Provisions

Customer Evaluation

- ▲ Customer Evaluation
- ▲ Financial Analysis
- ▲ Industry Analysis
- ▲ Sources of Information

Controlling Receivables

- ▲ Credit Policy
- ▲ Credit Exposure Limits
- ▲ Business Size and Financial Position
- ▲ Financial Leverage
- ▲ Information Systems
- ▲ Responsibility Matrix

Programme Content (Cont'd)

Legal and Accounting

- ▲ Customer Dispute Analysis
- ▲ Redressel Options
- ▲ Provisioning and Write Offs
- ▲ Accounting Policy
- ▲ Tax Considerations

Who should attend?

This programme is ideal for:

- ▲ Credit Control Managers
- ▲ Field Sales Managers
- ▲ Finance Managers
- ▲ P&L Responsibles for Business Units and IT responsables

Programme Details

The programme includes:

- ▲ Two day workshop
- ▲ Detailed course material
- ▲ Networking opportunities throughout the workshop
- ▲ Lunch and refreshments