

Strategic Credit Management And Debt Recovery

Duration: 5 Days

Language: en

Course Code: PF1-153

Objective

Upon completion of this course, participants will be able to:

- Understand the principles of strategic credit management and its impact on business sustainability.
- Evaluate credit risk using advanced assessment tools and techniques.
- Develop and implement effective credit control policies to minimise bad debts.
- Employ ethical and legal strategies for debt recovery and manage disputes effectively.

- Enhance customer relations while enforcing credit terms.
- Navigate the complexities of international credit management and cross-border debt recovery.

Audience

This course is intended for:

- Credit managers
- Finance professionals
- Accountants
- Anyone responsible for credit control and debt recovery within their organisation.
- Business owners and entrepreneurs who wish to improve their financial management skills and ensure sustainable growth.

Training Methodology

This course uses a variety of adult learning styles to aid full understanding and comprehension. Participants will review case studies to highlight key areas of importance and possible areas for faults. They will be supplied with the best tools required for learning exercises to improve their skills. Participants will analyse the examples to thoroughly understand how these skills, techniques and methods apply in the workplace.

Summary

In today's rapidly changing business environment, the ability to manage credit efficiently and recover debts is crucial for any organisation's financial health. This course equips professionals with advanced skills and knowledge to implement effective credit management strategies and ensure the timely recovery of debts while maintaining strong customer relationships. Participants will explore the latest techniques and best practices in credit assessment, risk management, and debt recovery, focusing on ethical considerations and compliance with legal standards.

Course Content & Outline

Section 1: Introduction to Strategic Credit Management

- The role of credit management in business sustainability.
- Overview of credit control processes and policies.
- The importance of credit risk assessment and mitigation.

Section 2: Credit Risk Assessment and Analysis

- Tools and techniques for evaluating creditworthiness.
- Financial statement analysis for credit decisions.
- Predictive modelling and credit scoring systems.
- Case studies on successful credit risk management.

Section 3: Developing Effective Credit Control Policies

- Crafting credit policies that align with business objectives.
- Setting credit limits and terms.
- Monitoring credit performance and managing overdue accounts.
- Best practices in documentation and record-keeping.

Section 4: Debt Recovery Strategies

- Understanding the legal framework for debt recovery.
- Ethical considerations in debt collection.
- Techniques for negotiating settlements and managing disputes.
- The role of third-party agencies in debt recovery.

Section 5: Enhancing Customer Relationships

- Balancing customer satisfaction with credit control.
- Communication strategies for managing customer expectations.
- Building long-term relationships with key clients.
- Conflict resolution and maintaining business integrity.

Section 6: International Credit Management

- Challenges in managing cross-border credit and debt.
- Legal and cultural considerations in international debt recovery.
- Best practices in global credit management.

Certificate Description

Upon successful completion of this training course, delegates will be awarded a Holistique Training Certificate of Completion. For those who attend and complete the online training course, a Holistique Training e-Certificate will be provided.

Holistique Training Certificates are accredited by the British Assessment Council (BAC) and The CPD Certification Service (CPD), and are certified under ISO 9001, ISO 21001, and ISO 29993 standards.

CPD credits for this course are granted by our Certificates and will be reflected on the Holistique Training Certificate of Completion. In accordance with the standards of The CPD Certification Service, one CPD credit is awarded per hour of course attendance. A maximum of 50 CPD credits can be claimed for any single course we currently offer.

Categories

Banking and Finance, Finance, Accounting & Budgeting

Tags

Credit Management, Debt Recovery

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