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Connecting Business with Intelligence



Credit Control and Debt Collection

COURSE OBJECTIVES

- This two-day programme will give participants key strategies to reduce credit risks and bad debts while protecting the profits. Participants will learn the principles of managing credit and control to enhance debt collection.
- Understand the financial effects of credit management and how it impacts on the total cash management of the company
- Appreciate the key benefits in revenue management for the overall growth and performance of the company
- Understand the need of a credit policy to strengthen the evaluation of credit risk
- Identify and implement effective credit control to detect problem accounts early
- Effectively strategise for collection

COURSE OUTLINE

Module 1: The Financial Effects of Extending Trade Credit

Module 2: Safeguard Your Asset in Trade Debtors

Module 3: Embed and Manage Risk Policy Across the Enterprise

Module 4: Leverage Credit Data for Risk-Based Collections

Module 5: Segregate Disputes from the Collection Process

Module 6: Strategic Approach to Collection

Module 7: Manage Bad Debt Reserves

Module 8: Supervising People in Credit and Collection

AUDIENCE

- The course is suitable for Senior Accounts Clerks and Accounts Executives whose responsibilities include the preparation of monthly management accounts and yearly financial statements. The course is also suitable for Finance Managers that need a refresher course on the preparation of accounts.

If you have any enquiries, please contact
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