

ACCOUNTS RECEIVABLE AND CREDIT POLICIES MANAGEMENT

OBJECTIVES

By the end of the programme, participants will be able to:

- Define the function of Accounts Receivable (AR) and its role in organisations
- Run the Accounts Receivable process more efficiently
- Apply tools and techniques to effectively monitor AR performance
- Develop effective credit policies that meet company's objectives

WHO SHOULD ATTEND?

Accounts Receivable (AR) department managers, AR staff, AR and Revenue accountants, billing and collection clerks, AR specialists and professionals in accounting and finance who interact with Accounts Receivable

WORKSHOP OUTLINE

- Module 1: CREDIT POLICIES MANAGEMENT
- Module 2: THE CREDIT DEPARTMENT AND THE CUSTOMER
- Module 3: THE BILLING PROCESS
- Module 4: YOU MADE THE SALE, IT'S TIME TO COLLECT YOUR MONEY
- Module 5: KEEPING IN CONTROL
- Module 6: THE RELATIONSHIP BETWEEN SALES AND CREDIT
- Module 7: ACCOUNTS RECEIVABLE PROCESS ANALYSIS

If you have any enquiries, please contact

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