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# Accounts Receivable and Credit Policies Management

## COURSE 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

## COURSE 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

## AUDIENCE

- 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.

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