

Up skilled yourself won't be complicated because we're here for you.



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FINANCE & ACCOUNT CORE MODULE



CELEBRATING

15
Years
OF

CULTIVATING YOUR
EMPLOYEES' POTENTIAL



Helping to meet Industry Standard





INFORMATION

INTRODUCTION

In order to Reduce Non-Performance loan (NPL) or Debts, you need to have the heart of an entrepreneur. This course will help to provide you with an environment that stimulates proactive behavior in order to achieve greater goals for yourselves and your organization. By creating value for your organization, you will be amazed at the speed of career advancement. Real-current problematic debt cases will be analyzed and scenario solutions will be provided under the guidance of Dr. Steven Liew.

LEARNING OBJECTIVE

- Understanding Negotiation Techniques
- Profiling Your Customers
- Use Practical Debt Recovery Approaches
- Understand Legal Debt Recovery Strategies
- Know When to Initiate Legal Actions
- Importance of Putting Your House in Order
- Understand Collection Case Studies

OUR MODULE : FI175

TOPIC COVERED

- Module 1: Burning Issues in Debt Recovery
- Module 2: Minimise Provision for Bad debt provision
- Module 3: Know Your Customers
- Module 4: Be Flexible, Creative & Think Out of The Box Approach
- Module 5: Collection Negotiation Tactics
- Module 6: Put Your House in Order
- Module 7: Collection Case Studies (Part 1)
- Module 8: Legal Procedure

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AUDIENCE

Bankers, Accountants, Business Managers, Marketing Managers, Collection Executives, Sales Executives, Finance Executives, Supervisors, Managers, Credit Analysts, Credit Controller & Recovery Officers.

We're here to assist you to overcome challenges & achieve your desired goals.
