

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



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FINANCE & ACCOUNT CORE MODULE





OUR MODULE : FI035

TOPIC COVERED

- 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

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LEARNING OBJECTIVE

- Key strategies to reduce credit risks and bad debts while protecting the profits.
- 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 strategies for collection

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

INFORMATION

INTRODUCTION

While credit is an essential sales tool in today's competitive environment for increased revenue and profit, it is important during such times that buyers and suppliers have a strong collaborative relationship as they are both each other's key business partners to ensure their mutual business health. If a supplier is unable to access capital, it will fail. When suppliers fail, the companies that rely on them face a higher likelihood of failing as well.

Achieving excellence in managing debtor's accounts and collection is critical in realizing and optimizing the profit and cash benefits of increased revenues. Good credit management will not only create value by improving cash flow, customer relationships would also be enhanced in the long run.

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.