



your  
success...

CREDIT MANAGEMENT  
Syntrofia\_2022



## TRAINING PROGRAM

### DAY 1

#### Session 1

- ✓ The role of credit management
- ✓ Concept of working capital
- ✓ Operating cash cycle

#### Session 2

- ✓ Analyse the credit status of existing and potential customers using ratios and performance indicators
- ✓ Credit risk, Overtrading risk, Gearing risk

#### Session 3

- ✓ Managing the granting, refusing, amending or extending of credit
- ✓ Vetting credit application
- ✓ Evaluating discount for early settlement

### DAY 2

#### Session 1

- ✓ Legislation and credit control
- ✓ Remedies for a breach of contract
- ✓ Bankruptcy and insolvency

#### Session 2

- ✓ Methods of credit control
- ✓ Importance of liquidity management
- ✓ Invoice discounting, factoring and credit insurance
- ✓ Liaise with debt collection agencies and solicitors

#### Session 3

- ✓ Overseas debtor & creditor management
- ✓ Letters of credit, Incoterms
- ✓ Managing the supply of credit
- ✓ Important stages in the debt collection process
- ✓ Actions on irrecoverable and doubtful debts

## KEYNOTE SPEAKER

### MUSTAFA MUCHHALA

- ✓ Bachelor of Commerce Degree from University of Mumbai
- ✓ Client Account Manager for large clients such as Ford Motor Company & Glaxo Smith Kline
- ✓ Freelance Trainer in the area of Management Accounting, Financial Management & Strategy and Islamic Finance

Mustafa has held Subject Manager roles i.e. preparation and production of technical material in liaison with the authors in the publishing departments for course materials. He had been involved in the Business Development of CIMA & ACCA full time courses reporting to ACCA Course Director. He has a wide experience as a Senior Business Faculty tutor for various Accountancy Institutes (CIMA, ACCA, ICAEW, ICAS, & AAT). Mustafa is a CIMA Council Member; Vice-Chair of Membership Committee since June 2017; Council Representative on Area 1 London & North Thames members committee as well as a Member of South West Herts members branch.

## BENEFITS

- ✓ Have the knowledge of different credit management policies,
- ✓ Be able to manage cash effectively,
- ✓ Know how to prevent the company from losing its liquidity,
- ✓ Have the skills necessary to understand financial markets operations and be able to apply its instruments in the workplace.

## TRAINING DETAILS

DURATION:	2 live on-line training days
DATE:	14 <sup>th</sup> – 15 <sup>th</sup> of March 2022
TIME:	8:30 am – 03:00 pm
LANGUAGE:	English
PLACE:	ZOOM Meeting platform
PRICE:	360 GBP + VAT
	For registration until 18 <sup>th</sup> of February:
	✓ <b>10%</b> – individual discount
	✓ <b>15%</b> – group discount – 2 people or more

### Price includes:

- ✓ Workshop with professional expert,
- ✓ Training materials for participants,
- ✓ Administration service,
- ✓ Certificate of attendance for participants,

## FEEDBACK ON THE TRAINING

- ✓ Excellent training. One of the best training I ever seen.
- ✓ The training was maintained in very interesting way.
- ✓ Training was useful and great organised, leading by competent tutor.
- ✓ Very interesting kind of workshop, integrating theory and practical skills.