

ACCOUNTS RECEIVABLE AND CREDIT POLICIES MANAGEMENT TRAINING

“Master the Art of Credit Control and Receivables Management to Strengthen Cash Flow and Reduce Financial Risk.”

Schedule

Venue (InHouse)	Fees
At Your Organization Premises	Ask For The Quotation

► **Available delivery methods:** In-House Training

Introduction

Effective management of Accounts Receivable (AR) and Credit Policies is critical to ensuring an organization’s financial stability and operational efficiency. Poor credit control can lead to cash flow shortages, higher bad debts, and financial uncertainty — all of which can undermine profitability and growth.

The Accounts Receivable and Credit Policies Management Training equips finance and credit professionals with the knowledge and tools required to design and implement effective credit policies, evaluate customer risk, manage collections efficiently, and optimize working capital.

Participants will gain a deep understanding of how to integrate credit management with the overall business strategy, balancing customer relationships with financial discipline. This program blends theory with practical applications, ensuring participants leave ready to make measurable improvements in their organizations’ financial performance.

Objectives

By the end of this course, participants will be able to:

- Understand the financial importance of accounts receivable management.
- Develop and enforce effective credit control policies and procedures.
- Assess and monitor customer credit risk using proven techniques.
- Implement efficient collection systems to accelerate cash inflows.
- Reduce days sales outstanding (DSO) and improve working capital.
- Handle overdue accounts and disputes tactfully and professionally.
- Establish AR performance metrics and key financial indicators.
- Align credit and receivables management with corporate financial strategy.

Why Attend

Managing credit and collections effectively is a cornerstone of sound financial management. This course provides the strategic, analytical, and operational tools needed to enhance liquidity, minimize credit risk, and support business growth.

Whether you are part of a finance team, responsible for credit decisions, or managing client accounts, this training will help you balance business expansion with risk control — leading to stronger financial health and improved profitability.

Target Audience

This course is ideal for professionals involved in financial operations, cash flow management, and credit administration, including:

- Accounts Receivable Officers and Managers
- Credit Controllers and Analysts
- Finance and Accounting Professionals
- Treasury and Cash Flow Managers
- Internal Auditors
- Financial Controllers
- Business Unit Managers
- Entrepreneurs and SME Owners

Individual Benefits

- Learn to manage credit and receivables strategically and effectively.
- Improve cash flow and reduce outstanding debts.
- Gain hands-on experience in credit risk assessment.
- Enhance your ability to negotiate and recover overdue payments.
- Strengthen financial communication and customer management skills.
- Boost your professional competence and career advancement in finance.

Organizational Benefits

- Achieve better liquidity and financial stability.
- Minimize bad debts through structured credit assessment.
- Improve AR turnover and cash flow forecasting.
- Establish consistent credit and collection policies organization-wide.
- Strengthen collaboration between finance, sales, and customer service.
- Support long-term business growth through sound financial control.

Instructional Methodology

This training uses a blend of interactive and practical learning methods, including:

- Expert-led lectures and discussions
- Real-world case studies and industry examples
- Group exercises in credit evaluation and collection management
- Hands-on sessions for AR performance tracking and reporting
- Role-playing scenarios for negotiation and dispute resolution
- Continuous assessment and personalized feedback

Course Outline

- Module 1: Fundamentals of Accounts Receivable and Credit Management
- Module 2: The Role of AR in Cash Flow and Working Capital Optimization
- Module 3: Developing and Implementing Credit Policies
- Module 4: Customer Credit Assessment and Risk Management Techniques
- Module 5: Receivables Monitoring, Reporting, and Analysis
- Module 6: Collection Strategies and Handling Delinquent Accounts
- Module 7: Legal and Ethical Considerations in Credit Control
- Module 8: KPIs and Metrics for AR and Credit Performance
- Module 9: Technology and Automation in AR and Credit Management
- Module 10: Case Studies, Best Practices, and Action Plan Development

Certification

Upon successful completion, participants will receive a Certificate of Completion in Accounts Receivable and Credit Policies Management, acknowledging their proficiency in managing credit and receivables processes that support organizational financial health and growth.

Why Choose MAWA Events

- **Global Expertise:** More than 17 years of experience in professional training and consulting.
- **Industry-Leading Faculty:** Courses delivered by seasoned professionals with hands-on experience.
- **Practical Insights:** Learn to turn theory into actionable strategies for real-world business impact.
- **Client-Focused Solutions:** Customized programs designed to achieve your organisation’s unique goals.

In-House / Customized Training

Interested in running this course for your team?

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