MAWA EVENTS

Address: No. 857, Block A2. Leisure Commerce Square - No 9., 46150 Petaling Jaya, Selangor, Malaysia

Phone: +601116373203 | **Email:** info@mawaevents.net

CREDIT CONTROL & FINANCIAL MANAGEMENT

"Enhancing financial discipline and optimizing credit performance in organizations"

Schedule

Date	Venue	Fees (Face-to-Face)
12 – 14 Aug 2026	Dubai, UAE	USD 2495 per delegate

► **Available delivery methods:** Face-to-Face & Online Training

Introduction

Effective credit control and financial management are critical for maintaining liquidity, minimizing bad debts, and ensuring the overall financial health of an organization. Properly structured credit policies, coupled with financial oversight, enable organizations to manage risks, improve cash flow, and make informed strategic decisions.

This intensive three-day program provides participants with practical tools and techniques to implement effective credit management strategies, optimize working capital, and enhance financial decision-making. Participants will gain hands-on experience in assessing creditworthiness, monitoring receivables, and strengthening overall financial control.

Objectives

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

- Understand the principles of credit management and financial control
- Develop effective credit policies and procedures
- Assess customer creditworthiness and manage risk exposure
- Implement techniques for receivables monitoring and collection
- Optimize working capital and cash flow management
- Apply financial ratios and performance metrics to decision-making
- Enhance organizational financial discipline and profitability

MAWA EVENTS

Address: No. 857, Block A2. Leisure Commerce Square - No 9., 46150 Petaling Jaya, Selangor, Malaysia

Phone: +601116373203 | **Email:** info@mawaevents.net

Why Attend

- Learn practical strategies to control credit risk
- Improve cash flow and working capital management
- Strengthen organizational financial performance
- Enhance decision-making using financial analysis tools
- Gain knowledge of industry best practices in credit control
- Network and share experiences with finance professionals

Target Audience

This program is designed for:

- Credit managers and financial controllers
- Accounts receivable and treasury professionals
- Finance managers and accountants
- Risk management and compliance officers
- Professionals responsible for credit policies, collections, and working capital management

Individual Benefits

Key competencies that will be developed include:

- Ability to assess and manage customer credit risk
- Skills to develop effective credit control policies
- Expertise in monitoring receivables and collections
- Knowledge of financial ratios and performance metrics
- Practical techniques for working capital optimization
- Enhanced analytical and decision-making capabilities

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Improved credit management and reduced bad debts
- Stronger cash flow and working capital efficiency
- Enhanced financial discipline across the organization
- Consistent application of credit policies and procedures
- Better decision-making based on financial analysis and reporting
- Strengthened overall organizational financial health

Instructional Methodology

The course follows a blended learning approach combining theory with practice:

- Strategy Briefings – Overview of credit control and financial management principles
- Case Studies – Real-world examples of successful credit management practices
- Workshops – Hands-on exercises in credit assessment, receivables monitoring, and financial analysis
- Peer Exchange – Group discussions on challenges and solutions in credit management
- Tools – Templates and checklists for credit assessment, collections, and cash flow management

MAWA EVENTS

Address: No. 857, Block A2. Leisure Commerce Square - No 9., 46150 Petaling Jaya, Selangor, Malaysia

Phone: +601116373203 | **Email:** info@mawaevents.net

MAWA EVENTS

Address: No. 857, Block A2. Leisure Commerce Square - No 9., 46150 Petaling Jaya, Selangor, Malaysia

Phone: +601116373203 | **Email:** info@mawaevents.net

Course Outline

Detailed 3-Day Course Outline

Training Hours: 7:30 AM – 3:30 PM Daily Format: 3–4 Learning Modules | Coffee breaks: 09:30 & 11:15 | Lunch Buffet: 01:00 – 02:00

Day 1: Fundamentals of Credit Control and Financial Management

Module 1: Introduction to Credit Control (07:30 – 09:30)

- Importance of credit management in organizations
- Principles and objectives of credit control
- Credit policies and procedures

Module 2: Customer Credit Assessment (09:45 – 11:15)

- Evaluating creditworthiness
- Credit scoring and risk analysis
- Industry and customer-specific considerations

Module 3: Receivables Management (11:30 – 01:00)

- Monitoring and controlling accounts receivable
- Techniques for timely collections
- Handling overdue accounts

Module 4: Workshop – Credit Assessment (02:00 – 03:30)

- Hands-on exercises to evaluate customer credit risk

Day 2: Financial Analysis and Risk Management

Module 1: Financial Statement Analysis (07:30 – 09:30)

- Key ratios for credit and financial evaluation
- Liquidity, profitability, and leverage metrics

Module 2: Risk Identification and Mitigation (09:45 – 11:15)

- Identifying financial and operational risks
- Credit risk management tools and techniques

Module 3: Working Capital Optimization (11:30 – 01:00)

- Cash flow planning and control
- Managing receivables, payables, and inventory

Module 4: Workshop – Financial Analysis (02:00 – 03:30)

- Practical exercises on ratios, cash flow, and credit decision-making

Day 3: Credit Control Strategies and Best Practices

Module 1: Effective Credit Policies (07:30 – 09:30)

- Designing and implementing credit policies
- Monitoring compliance and performance

Module 2: Collection Strategies and Negotiation (09:45 – 11:15)

- Approaches for effective collections
- Negotiating payment terms and agreements

Module 3: Reporting and Monitoring (11:30 – 01:00)

- Dashboard and KPI development for credit management
- Internal reporting and performance tracking

Module 4: Workshop & Course Review (02:00 – 03:30)

-

Case studies and group exercises

- Practical application of credit control strategies
- Final Q&A and wrap-up

Certification

Participants will receive a Certificate of Completion in Credit Control & Financial Management, validating their expertise in managing credit risk, improving cash flow, and enhancing overall financial performance in organizations.

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? Please contact us:	TEL: **+601116373203**	EMAIL: **info@mawaevents.net**

Follow us: **Facebook** **Twitter** **YouTube** **LinkedIn** **Instagram**

© Material published by MAWA Events shown here is copyrighted. All rights reserved. Any unauthorized copying, distribution, use, dissemination, downloading, storing (in any medium), transmission, reproduction or reliance in whole or any part of this course outline is prohibited and will constitute an infringement of copyright.