



# **Mastering Revenue Collection Strategies Training Course**

11 - 15 May 2026  
Nairobi



# Mastering Revenue Collection Strategies Training Course

**Ref.:** 36273\_20582 **Date:** 11 - 15 May 2026 **Location:** Nairobi **Fees:** 4500 **Euro**

## Course Overview:

This course is designed to equip participants with the essential skills and knowledge to enhance their organization's revenue collection processes. In today's competitive business environment, effective revenue collection is crucial for maintaining cash flow and ensuring financial stability. This course delves into various aspects of revenue collection, including cash collection strategies, effective billing management, and the impact of VAT legislation. Participants will explore advanced collection tools and techniques, learn to develop robust collection strategies, and understand how to maximize the performance of their revenue collection teams. Additionally, the course covers assessing collection risk, leveraging revenue collections technology, and implementing customer-sensitive collection strategies. By mastering these key performance indicators for collections, participants will be able to perform complete credit risk assessments, analyze financial statements, and establish credit limits and guarantees. The training also focuses on improving billing process efficiency, integrating billing solutions, and eliminating collection barriers.

## Target Audience:

- Collections Team Leaders & Senior Supervisors
- Accounts Receivable and Credit Team Members
- Billing Team Professionals
- Accountants and Financial Controllers
- Finance Professionals
- Business Managers

## Targeted Organizational Departments:

- Finance and Accounting Departments
- Credit and Collections Departments
- Billing and Accounts Receivable Teams
- Customer Service and Relationship Management Teams
- Risk Assessment and Management Departments

## Targeted Industries:

- Financial Services
- Retail and Wholesale
- Telecommunications
- Utilities
- Healthcare and Pharmaceuticals
- Manufacturing and Distribution
- Professional Services

## Course Offerings:

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

- Assess and mitigate collection risks
- Enhance the effectiveness of collectors
- Develop and implement customer-sensitive collection strategies
- Establish and monitor key performance indicators for collections
- Conduct thorough credit risk assessments and analyse financial statements
- Set credit limits and utilize guarantees effectively
- Improve billing process efficiency and integrate billing solutions
- Overcome collection barriers and apply effective telephone collection techniques
- Develop assertiveness and negotiation skills for successful collections
- Manage customer relationships and execute pre-delinquency and post-delinquency activities
- Implement work flow management for collectors and track performance
- Motivate collection teams and apply global best practices in revenue collection

## Training Methodology:

The training course employs a blend of theoretical and practical learning methodologies. Participants will engage in case studies, group work, interactive sessions, and feedback discussions to gain a complete understanding of revenue collection processes. The course includes real-world examples and practical exercises to ensure that participants can apply the concepts learned in their own organizations.

## Course Toolbox:

- complete workbooks and manuals
- Case studies and real-world examples
- Practical exercises and role-playing scenarios
- Templates for KPI development and performance tracking

## Course Agenda:



## **Day 1: Understanding Credit Risk and Financial Health**

- **Topic 1:** Credit Risk Assessment - Why Prevention is Better than Cure?
- **Topic 2:** Credit Risk Assessment - Tools, Tips, and Techniques
- **Topic 3:** Analyzing Financial Statements to Determine Company Health
- **Topic 4:** Establishing Credit Limits
- **Topic 5:** Offsetting Credit Risk: Guarantees, Bonds, and Insurance Options
- **Topic 6:** Key Data Required for the Customer Master File
- **Reflection & Review:** Review of Credit Risk and Financial Health Concepts

## **Day 2: Optimizing Billing Processes**

- **Topic 1:** Billing Process - Getting it Right the First Time
- **Topic 2:** Billing Process Defined
- **Topic 3:** Authorisation Levels, Audit, and Control Checks
- **Topic 4:** Billing Frequency and Reconciliations
- **Topic 5:** Accounting for VAT
- **Topic 6:** Using Technology to Leverage the Billing Process
- **Reflection & Review:** Review of Billing Process Optimization

## **Day 3: Mastering Collection Tools and Techniques**

- **Topic 1:** Key Collection Tools and Techniques
- **Topic 2:** Eliminating Barriers to Payment
- **Topic 3:** Recognizing Excuses and Delaying Tactics
- **Topic 4:** Telephone Collection Techniques
- **Topic 5:** Developing Personal Assertiveness
- **Topic 6:** Negotiation Skills for Successful Collections
- **Reflection & Review:** Review of Collection Tools and Techniques

## **Day 4: Strategies to Maximize Cash Collection**

- **Topic 1:** Developing Effective Strategies to Maximize Cash Collection
- **Topic 2:** Identifying Effective “Pre-delinquency” Collection Campaigns
- **Topic 3:** Defining “Post-delinquency” Activities
- **Topic 4:** Customer Sensitive Collection Strategies
- **Topic 5:** Collection Techniques and Correspondence Cycles
- **Topic 6:** Using Work Flow Management to Maximize Collector Performance
- **Reflection & Review:** Review of Cash Collection Strategies



## Day 5: Managing and Improving Revenue Collections

- **Topic 1:** Setting Targets and Tracking Performance
- **Topic 2:** Creating Action-oriented Reports
- **Topic 3:** Measuring Team / Individual Performance
- **Topic 4:** The People Plan - Motivating the Team and Managing Performance
- **Topic 5:** Developing Your Personal Action Plan
- **Topic 6:** Implementing Revenue Collection Best Practices
- **Reflection & Review:** Review of Revenue Collection Management Techniques

## How This Course is Different from Other Revenue Collection Strategies Courses:

This course stands out from other similar courses by offering a complete, practical, and interactive learning experience. This course not only covers the fundamental concepts of revenue collection but also delves into advanced strategies and techniques that can be immediately applied in the workplace. With a focus on real-world examples, case studies, and hands-on exercises, participants will gain practical skills and insights that go beyond theoretical knowledge. The course also emphasizes the importance of integrating billing solutions, leveraging technology, and developing customer-sensitive strategies to maximize cash collection.

# Training Course Categories



**Finance and  
Accounting Training  
Courses**



**Agile PM and Project  
Management Training  
Courses**



**Certified Courses By  
International Bodies**



**Communication and  
Public Relations  
Training Courses**



**Data Analytics Training  
and Data Science  
Courses**



**Environment &  
Sustainability Training  
Courses**



**Governance, Risk and  
Compliance Training  
Courses**



**Human Resources  
Training and  
Development Courses**



**IT Security Training & IT  
Training Courses**



**Leadership and  
Management Training  
Courses**



**Legal Training,  
Procurement and  
Contracting Courses**



**Maintenance Training  
and Engineering  
Training Courses**





# Training Course Categories



**Marketing, Customer Relations, and Sales Courses**



**Occupational Health, Safety and Security Training Courses**



**Oil & Gas Training and Other Technical Courses**



**Personal & Self-Development Training Courses**



**Quality and Operations Management Training Courses**



**Secretarial and Administration Training Courses**



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# Training Cities



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Malaysia**



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Malaysia**



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**Milan - Italy**



**Munich - Germany**



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## Training Cities



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**Trabzon - Turkey**



**Vienna - Austria**



**Zanzibar - Tanzania**



**Zoom - Online  
Training**

# WHO WE ARE

Agile Leaders is a renowned training center with a team of experienced experts in vocational training and development. With 20 years of industry experience, we are committed to helping executives and managers replace traditional practices with more effective and agile approaches.

## OUR VISION

We aspire to be the top choice training provider for organizations seeking to embrace agile business practices. As we progress towards our vision, our focus becomes increasingly customer-centric and agile.

## OUR MISSION

We are dedicated to developing value-adding, customer-centric agile training courses that deliver a clear return on investment. Guided by our core agile values, we ensure our training is actionable and impactful.

## WHAT DO WE OFFER

At Agile Leaders, we offer agile, bite-sized training courses that provide a real-life return on investment. Our courses focus on enhancing knowledge, improving skills, and changing attitudes. We achieve this through engaging and interactive training techniques, including Q&As, live discussions, games, and puzzles.



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