

Debtor Management and Working Capital Control Course

9 – 13 May 2027
Doha

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Training Center

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Debtor Management and Working Capital Control Course

Ref: 426_134489 **Date:** 9 – 13 May 2027 **Location:** Doha **Fees:** 5500 Euro

Overview

Debtor Management and Working Capital Control Course is a one-week professional course for finance managers, credit controllers, accounts-receivable teams, treasury professionals, and working-capital analysts. Participants connect customer terms, invoicing, debtor ageing, collections, disputes, doubtful debt, days sales outstanding, cash conversion, forecasting, and liquidity. They leave with a Debtor Working Capital Improvement Plan. Agile Leaders Training Center delivers this debtor management course for business receivables rather than consumer lending or corporate loan underwriting.

Who Should Attend

- Finance managers responsible for working-capital performance
- Credit controllers managing customer limits and terms
- Receivables teams handling invoices, ageing, and collections
- Treasury teams forecasting cash and liquidity
- Commercial teams resolving customer-payment barriers
- Analysts reporting DSO and cash-conversion performance

The course does not provide legal advice or guarantee debt recovery.

Departments and Industries

- Finance, treasury, credit control, and accounts receivable
- Sales operations, customer service, and order management
- Manufacturing, distribution, wholesale, and services
- Construction, logistics, technology, and professional services
- Shared services and business-process operations
- Organizations extending trade credit to customers

Learning Objectives

- Connect debtor policy with working-capital objectives
- Control invoicing, account records, and disputes
- Analyze ageing and collection priorities
- Calculate DSO and cash-conversion effects
- Forecast collection cash and liquidity
- Build cross-functional debtor improvement actions

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Course Agenda

Day 1: Debtors and Working Capital

- Working Capital and Cash Conversion Map
- Customer Credit Terms and Limits
- Order-to-Invoice Control Points
- Debtor Portfolio Segmentation
- Working Capital Policy Alignment

Day 2: Receivables Accuracy and Ageing

- Invoice and Delivery Evidence
- Account Reconciliation
- Ageing Bucket Interpretation
- Dispute and Deduction Register
- Receivables Data Quality

Day 3: Collection and Cash Forecasting

- Collection Priority Rules
- Customer Contact and Promise Tracking
- DSO and Turnover Analysis
- Collection Cash Forecast
- Receivables Cash Conversion Course Case

Day 4: Delinquency and Doubtful Debt

- Overdue Escalation Stages
- Dispute Resolution Coordination
- Payment Arrangement Controls
- Doubtful Debt and Write-Off Governance
- Liquidity Impact Scenario

Day 5: Improvement and Performance

- Debtor KPI Dashboard
- Root-Cause and Process Analysis
- Cross-Functional Action Ownership
- Control and Review Calendar
- Debtor Working Capital Improvement Plan

Practical Workshops

- Apply a working capital collections course map
- Analyze debtor ageing and DSO
- Build a collection cash forecast
- Resolve disputes and overdue balances
- Review doubtful-debt evidence
- Assemble the Debtor Working Capital Improvement Plan

Course Deliverables

- Working Capital and Debtor Map
- Ageing and DSO Dashboard
- Collection Priority Register
- Cash Collection Forecast
- Debt Escalation and Governance Plan
- Debtor Working Capital Improvement Plan

Frequently Asked Questions

Does the course cover working capital?

Yes. It connects debtor decisions with DSO, cash conversion, forecasting, and liquidity.

Will participants use ageing reports?

Yes. They segment balances and prioritize action.

Does it cover customer disputes?

Yes. Participants coordinate invoice evidence, deductions, and payment commitments.

Does it include legal recovery?

No. It covers internal escalation and governance, not jurisdiction-specific legal procedure.

What is the main output?

Participants complete a Debtor Working Capital Improvement Plan with metrics, forecasts, and actions.