Accounts Receivable and Credit Policies Management Training Course

26 – 30 April 2027
Addis Ababa

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Accounts Receivable and Credit Policies Management Training Course

Ref: 36363_225064 **Date:** 26 – 30 April 2027 **Location:** Addis Ababa **Fees:** 4500 Euro

Course Overview:

The course is designed to provide in-depth knowledge and practical strategies for managing accounts receivable, implementing credit policies, and optimizing the collection process. This course focuses on best practices in accounts receivable management, credit risk management, AR process optimization, and credit control systems. Participants will learn about invoice management solutions, AR ageing and collection, and managing overdue accounts, which are critical for improving cash flow and reducing bad debts. By incorporating credit policies best practices and utilizing AR management, attendees will master techniques to streamline receivables processes and enhance overall financial stability.

Target Audience:

- Accounts Receivable Managers
- Credit Managers
- Financial Controllers
- Treasurers
- Accounts Payable/Receivable Clerks
- Risk Analysts
- Collection Agents

Targeted Organizational Departments:

- Finance Department
- Credit Management
- Accounts Receivable Team
- Risk Management
- Collections Department
- Treasury and Cash Management

Targeted Industries:

- Retail
- Manufacturing
- Service-Based Industries
- Healthcare
- Telecommunications
- Financial Services

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Course Offerings:

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

- Effectively manage accounts receivable and credit policies to optimize cash flow and minimize risk.
- Implement best practices in invoice management and AR ageing and collection strategies.
- Use AR management software to streamline credit control systems and improve AR reporting.
- Conduct thorough credit risk assessments and establish robust debt collection policies.
- Apply payment collection strategies and improve AR reconciliation techniques for better financial reporting.
- Leverage credit and collection software for better efficiency and compliance.

Training Methodology:

This course will employ a mix of interactive learning, case studies, group discussions, and real-world applications. Each participant will engage in simulated practical scenarios in credit risk management and accounts receivable processes. The course will also feature expert-led sessions to explore credit policy's best practices, enabling participants to learn how to evaluate customer credit risk, optimize collection cycles, and apply invoice management solutions. Feedback sessions will allow learners to refine strategies for managing overdue accounts and automating AR systems.

Course Toolbox:

- ebook on accounts receivable management and credit risk analysis.
- Templates and checklists for credit control procedures, invoice dispute resolution, and credit review policies.
- Reading materials on credit control systems, AR reporting and analytics, and AR cash flow management.
- Online resources for further learning on credit policies and debt collection strategies.

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Course Agenda:

Day 1: Introduction to Accounts Receivable Management

- **Topic 1:** Overview of Accounts Receivable and its role in financial management
- **Topic 2:** Key Principles of Credit Risk Management
- **Topic 3:** Best practices for AR Process Optimization
- **Topic 4:** Implementing Credit Control Systems for Effective Management
- **Topic 5:** Key strategies for AR Aging and Collection management
- **Topic 6:** Introduction to Invoice Management Solutions
- **Reflection & Review:** Discuss key challenges and insights from the day's topics

Day 2: Advanced Credit and Collection Strategies

- **Topic 1:** In-depth analysis of Credit Risk Analysis techniques
- **Topic 2:** Enhancing Collection Cycle Improvement Methods
- **Topic 3:** Developing Efficient Payment Collection Strategies
- **Topic 4:** Managing Overdue Accounts Effectively
- **Topic 5:** Optimizing Credit Limit Management and Policies
- **Topic 6:** Using AR Management Methods for Streamlined Operations
- **Reflection & Review:** Key takeaways on improving AR collections and payments

Day 3: Credit and Receivables Management Methods

- **Topic 1:** Effective Techniques for AR Cash Flow Management
- **Topic 2:** Utilizing Credit and Collection methods in AR operations
- **Topic 3:** Credit Review Policies for Ongoing Risk Management
- **Topic 4:** AR Reporting and Analytics for Better Decision-making
- **Topic 5:** Cash Application Techniques to improve receivables
- **Topic 6:** Strategies for AR Reconciliation and accuracy
- **Reflection & Review:** Reflect on tools and Methods applications used in AR

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Day 4: Risk Management and Compliance in AR

- **Topic 1:** Conducting Customer Credit Risk Assessments
- **Topic 2:** Creating Debt Collection Policies for consistency
- **Topic 3:** Ensuring Credit and Collection Compliance with industry standards
- **Topic 4:** Review and implement Financial Credit Policies
- **Topic 5:** Understanding and Applying Receivables Aging Reports
- **Topic 6:** Legal and regulatory considerations in AR
- **Reflection & Review:** Evaluate compliance strategies and their effectiveness

Day 5: Enhancing AR Efficiency and Recovery

- **Topic 1:** Advanced Credit Management strategies for AR optimization
- **Topic 2:** Improving AR Efficiency with automation and technology
- **Topic 3:** Techniques for Effective Credit Recovery Best Practices
- **Topic 4:** Using Automated Systems for AR Payment Scheduling
- **Topic 5:** Optimizing AR Ledger Maintenance
- **Topic 6:** Developing a comprehensive AR strategy for sustainable growth
- **Reflection & Review:** Review key learnings and discuss application strategies for long-term success

How This Course is Different from Other Accounts Receivable Training Courses:

What sets the course apart is its comprehensive, hands-on approach to AR process optimization, credit control systems, and automated AR systems. This course not only covers essential topics such as credit risk management and collection strategies but also emphasizes the use of credit and collection methods and real-time AR reporting and analytics. Participants will gain insights into advanced credit policies best practices and debt collection policies, with practical templates for immediate implementation. Unlike other courses, this program focuses on optimizing cash flow through AR ageing and collection, credit risk analysis, and more, making it a unique and valuable resource for finance professionals.