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CONTACT INFO



info@comfori.com
+60356213630

FINANCE & ACCOUNT CORE MODULE





OUR MODULE : FIO35

TOPIC COVERED

- Module 1: The Financial Effects of Extending Trade Credit
- Module 2: Safeguard Your Asset in Trade Debtors
- Module 3: Embed and Manage Risk Policy Across the Enterprise
- Module 4: Leverage Credit Data for Risk-Based Collections
- Module 5: Segregate Disputes from the Collection Process
- Module 6: Strategic Approach to Collection
- Module 7: Manage Bad Debt Reserves
- Module 8: Supervising People in Credit and Collection

LEARNING OBJECTIVE

- Understand the financial effects of credit management and how it impacts the total cash management of the company
- Appreciate the key benefits of revenue management for the overall growth and performance of the company
- Understand the need for a credit policy to strengthen the evaluation of credit risk
- Identify and implement effective credit control detect problem accounts early
- Effectively strategize for collection

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INFORMATION

INTRODUCTION

While credit is an essential sales tool in today's competitive environment for increased revenue and profit, it is important during such times that buyers and suppliers have a strong collaborative relationship as they are both each other's key business partners to ensure their mutual business health. If a supplier is unable to access capital, it will fail. When suppliers fail, the companies that rely on them face a higher likelihood of failing as well.

Achieving excellence in managing debtors' accounts and collection is critical in realising and optimizing the profit and cash benefits of increased revenues. Good credit management will not only create value by improving cash flow, but customer relationships will also be enhanced in the long run.

AUDIENCE

The course is suitable for Senior Accounts Clerks and Accounts Executives whose responsibilities include the preparation of monthly management accounts and yearly financial statements. The course is also suitable for Finance Managers that need a refresher course on the preparation of accounts.