

## Develop your Credit Control Skills

Advanced programme which raises your ability to set credit policies, assess and control risk, establish collections strategy and recover debt.

### What will you gain?

- A good overview of policy, risk, collections and debt recovery.
- Practical skills for developing own policies and procedures.
- Higher level credit management knowledge and skills.

### Who is it for?

The training is designed for senior trade credit controllers, new credit managers or those looking to refresh their skills, policies and procedures.

This is a good progression from introductory credit management programmes and helps support the Level 3 credit management qualification course.

### What will it cover?

- The credit policy
- Risk assessment
- Protecting the debt
- Resorting to the law
- Measuring performance
- Faster collection of accounts

### Assessment

Questionnaire six weeks after training so you can check progress with your action plan.

**Duration** 1 day  
**Cost** £310 + VAT  
CICM member

£390 + VAT  
Non-member

**Code** S105

### Recommended next courses:

Advanced telephone collections

Handing your own small claims cases

Collections team management

### Training options



Open training



In-company training

“Really raised my game following this training. Looking forward now to attending other high profile programmes.”

Senior Credit Controller, Utilities Sector

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The Recognised Standard

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