

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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