

Credit Management Strategies

Develop your ability to think strategically and raise the profile of credit management with this wide ranging management programme.

What will you gain?

- Learn how to adopt a more strategic approach to credit management.
- Raise your awareness and visibility.
- Find out how to ensure credit management is integral to the business function.

Who is it for?

The training is designed for credit managers or those aspiring for management roles. The programme provides useful background knowledge if you are preparing for CICM Quality in Credit Management (CICMQ) accreditation or the CICM Level 5 Diploma in Credit Management.

What will it cover?

- How to develop a more strategic approach to credit management.
- Seven essential factors of effective credit management.
- The key elements of success.
- How to ensure Credit Management is an integral business function.
- Raising awareness and increasing visibility
- Credit policy – adopting a 'shared credit responsibility' culture within an organisation.
- Structuring an effective collection programme – top tips for success!
- Recognising the hidden cost of credit.
- Using credit as a marketing and investment tool.

Duration 1 day

Code S361

Recommended next course:

Credit Policy Workshop

Training options



In-company training

OPTIONAL assignment towards CICM Certificate in Credit Management

Assessment

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

Opportunity to complete an assignment to gain a Level 2 or Level 3 award in Business Solutions through Creative Thinking (6 credits) in January, June or October.

[View and Book Scheduled Courses](#)

[Training Directory](#)

The recognised standard in credit management

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