

Credit Management 2 Curriculum

Level

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Course

Adding Value "To Your Credit!"

- Economical & legislative factors of Credit Management & their impact on customer ability to pay
- Sources of finance available to Companies requiring working capital / growth funding
- Credit Policy
- Structure of a Credit Management Department
- Understanding Budgets, Targets & Provisions
- Advance Assessment Skills & Decision making
- Securing an Account
- Administrative Controls
- Supervising the Department
- Debt re-scheduling
- Legal Action on Delinquent debtors
- Export and International Credit
- Consumer Credit
- Introduction to Banking Credit
- The role of Micro Lenders in South Africa
- Introduction to Liquidations / Insolvency
- Internal & External Audit and their requirements

All duration is from Feb to June, and July to November – including ICM Exam.