

Accounts Receivable and Credit Policies Management Course

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Paris (France)

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Accounts Receivable and Credit Policies Management Course

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Why This Course

Effective accounts receivable and credit management are essential for maintaining healthy cash flow and protecting organizations from financial risk. Weak credit policies, delayed collections, and poor receivables management can lead to cash flow constraints, increased bad debt, and reduced financial stability. Finance professionals must therefore develop structured credit management systems that balance revenue growth with risk control.

This intensive 5-day program is designed to help professionals strengthen their expertise in accounts receivable management and credit policy development. Participants will learn practical techniques for assessing credit risk, improving collection processes, and implementing strategies that reduce payment delays. Through real-world examples and practical exercises, the course equips participants with the tools needed to improve liquidity and strengthen financial performance.

What You'll Learn and Practice

By participating in this program, you will:

- Develop structured credit policies aligned with organizational objectives.
- Improve accounts receivable processes to strengthen cash flow management.
- Apply advanced techniques to assess and manage customer credit risk.
- Implement best practices in receivables monitoring and collections.
- Reduce Days Sales Outstanding DSO and improve collection efficiency.
- Integrate credit management practices into overall financial strategy.

The Program Flow

Day 1: Fundamentals of Accounts Receivable Management

- Understanding the role of accounts receivable in financial stability.
- Reviewing the key components of an effective receivables management system.
- Identifying important receivables metrics and performance indicators.
- Applying best practices in receivables monitoring and reporting.

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A graphic illustration of a chessboard with several chess pieces. A large gold king piece is prominent in the foreground, with other pieces like a silver pawn and a gold pawn visible. The board is checkered, and there are concentric circles in the background.

Day 2: Developing Effective Credit Policies

- Understanding the principles of credit policy development.
- Establishing appropriate credit terms, limits, and approval procedures.
- Applying credit risk assessment and scoring methodologies.
- Aligning credit policies with business strategy and risk tolerance.

Day 3: Advanced Credit Management Techniques

- Implementing proactive credit risk management strategies.
- Using analytical tools and technologies to monitor credit exposure.
- Managing customer credit relationships and communication.
- Designing and enforcing effective credit control measures.

Day 4: Optimizing Accounts Receivable Processes

- Improving invoicing and billing procedures for faster payments.
- Applying techniques to reduce Days Sales Outstanding DSO.
- Developing effective collection strategies for overdue accounts.
- Leveraging technology and automation in receivables management.

Day 5: Financial Performance and Strategic Integration

- Analyzing how credit policies influence financial performance.
- Integrating credit management into broader financial strategy.
- Implementing continuous improvement practices in receivables processes.
- Reviewing case studies and developing action plans for implementation.

Individual Impact

- Strengthen expertise in credit management and receivables control.
- Improve analytical skills for evaluating customer creditworthiness.
- Develop practical tools for managing payment risks and collections.
- Gain confidence in implementing effective credit management policies.

Work Impact

- Improve cash flow through better receivables management.
- Reduce credit risk and potential bad debt exposure.
- Strengthen financial stability through structured credit policies.
- Enhance operational efficiency in billing and collection processes.

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Training Methodology

This program combines financial management frameworks with practical learning activities to ensure participants gain applicable skills. Training methods include:

- Interactive workshops and facilitated discussions.
- Case studies on credit risk and receivables management challenges.
- Group exercises on credit policy design and risk assessment.
- Practical activities focused on improving collection processes.
- Templates and tools for receivables monitoring and reporting.

Beyond the Course

By the end of the program, participants will be able to:

- Develop and implement effective credit policy frameworks.
- Design strategies to reduce Days Sales Outstanding DSO.
- Apply credit risk assessment models to evaluate customers.
- Optimize receivables management processes to improve cash flow and financial performance.

A graphic of a chessboard with several chess pieces (a king, a queen, and a pawn) in gold and silver, set against a background of concentric circles.

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