



YOUR GATE TO PROFESSIONAL CREDIT MANAGEMENT

CMT LEVEL 4 DIPLOMA COURSE IN CREDIT MANAGEMENT

19 - 23 December 2021

OAKS Ibn Battuta Gate Hotel - Dubai - United Arab Emirates

<https://www.cmtltd.co.uk/level-4-diploma-course-on-credit-management-live-course>





BADEE' AWAAD TFO

Arabecom Group FZC

Revenue Assurance and Fraud Management Consultant

STEPHEN G. SAVVA FCICM

Credit Management Training Ltd., UK

Owner, Partner and Director of Education



TRAINERS

BADEE' AWAAD

Arabecom General Manager, Badee Awwad, has spent more than 20 years in telecommunications and has in-depth knowledge and experience in Revenue Assurance & Fraud Management (RAFM), Credit & Collection and Risk Management strategy and operations. Among his professional achievements is the establishment of the Revenue Assurance Department in Jawwal (Palestine) and implementation of the respective processes and controls framework, and led the department of Credit & Collection, and RAFM. Badee' has subsequently worked for Wataniya Palestine Mobile which is a part of the Qtel International (Ooredoo Group), where he established and led the RAFM department before Wataniya's launch. Badee' helps other two telecom operators in Gulf to establish RAFM departments before launch the operator services.

Badee' has the highest certificate in Revenue Assurance and Fraud Management in Telecom from GRAPA - USA; Telco Fraud Officer – TFO, and he is a member of GRAPA HR committee.

Whilst managing and working in Arabecom, Badee' serves many Arab operators in Middle East for training and products, such as; STC – KSA, Jawwal Palestine, Paltel Group Palestine, Umniah Jordan, Zain Jordan, Orange Jordan, Telecommunications Regulatory Commission (TRC) - Jordan, Newroz Group - Iraq, Informa UAE

STEVE SAVVA

Steve has been developing and presenting training courses for 30 years with his own company, Credit Management Training Ltd and has earned an impressive reputation, culminating in being recognized as one of the leading experts in the credit management profession.

He has provided in house training for a wide range of companies, including Adidas, Bureau Veritas, CBRE, Centrica, Dell, Diageo, Hachette, Tesco, Thermo Fisher, Volkswagen Financial Services, and many other Fortune 500 Companies, Corporations, SME's and individuals.

No one sleeps while Steve is on! Delegates attending his courses are guaranteed highly enthusiastic and lively sessions.

Steve has immense ability in ensuring participation by all delegates. This, combined with his considerable ability to impart essential information in a most interesting, easily understood manner, enables delegates to return to their work places highly motivated, with increased confidence and vital knowledge, which they can put to good use immediately to their company's benefit.

He is a Founding Partner and Education Director for Klass Academy and brings the same drive, energy, and passion to his role that he had when he started his career.

“Smile, it’s infectious”



LEVEL 4 DIPLOMA COURSE IN CREDIT MANAGEMENT

TARGET AUDIENCE

Credit Experts and Managers, Finance Managers, Order-to-Cash Professionals.
Anyone who wants to be knowledgeable in all aspects of Commercial Credit Management and gain a professional qualification in 5 days

DESCRIPTION

An estimated 70% of global sales are generated by business to business trade. These companies first pay, when they receive funds from their clients, in 30, 60, 120 or however many days. To finance their operations, companies seek to get credit, either from banks or their suppliers.

Credit Management is about responding to the customer's request for credit terms, setting credit lines and defining credit conditions.

On our Level 4 Diploma Course, you will study and delve into the science of risk assessment, learn about credit scoring and acquire in-depth knowledge on how to establish policies that allow you to both mitigate risks and support profitable growth.

COURSE CONTENT

- Credit Management in the Digital Age
- Understanding the Business Report
- Analysis of Financial Ratios
- Sources and flow of the credit investigation
- Securities and collaterals
- Defining and negotiating credit terms
- Credit policy and procedures

IT IS DESIGNED FOR

Anyone who wants to be knowledgeable in all aspects of Commercial Credit Management.

COMPOSITION & DURATION

- The live course consists of training and examination
- It focuses on both theory and skills development
- Time is dedicated to practical group exercises
- Successful delegates will receive a Level 4 CMT Certificate

STANDARD PRICE 4,495 USD

DISCOUNT PRICE

3,950 USD

[14,500 AED or 2,950 GBP]

FREE

Klass Academy Digital Training E-class of your choice

[Value 200 USD]

Half day on Powerful Cash Collection Techniques

[Value 500 USD]

Training includes lunch at OAKS Ibn Battuta Gate Hotel

Training package does NOT include hotel over-night stay.

Training package does NOT include UAE visit visa.

Special Hotel discount rate at OAKS Ibn Battuta Gate Hotel available

Please send a separate e-mail request for any item to

info@arabecom.com

To learn more about the training providers visit

www.arabecom.com

www.cmtltd.co.uk

Course Content

LEVEL 4 DIPLOMA COURSE IN CREDIT MANAGEMENT

[5-DAY INTENSIVE LIVE TRAINING COURSE]

DAY 1

- Aiming for Perfect Communication
- Understanding Credit Management
- The Cost of Credit
- Cash Flow
- Cash Flow Cycle
- Impact of Credit on the Company
- Sales Growth
- Bad Debts
- Impact on Working Capital
- Impact of Overdue Debt on Profit
- Impact on Customer Experience
- The Credit Role
- Working with Other Departments
- Credit Management in the Digital Age
- Measuring Performance
- Cash Planning
- Sales and Credit Working as a Team

DAY 2

- Exam Paper # 1
- What is a Business Report?
- Key Accounting Principles
- Understanding the Balance Sheet
- Understanding the Profit & Loss Account
- Understanding the Cash Flow Statement
- Other Items
- Auditors Report and Audit Principles
- The Different Legal Entities
- Consolidated versus Non-Consolidated Reports
- Credit Competences
- Risk Types
- Understanding Credit Information
- Determining Credit Exposure
- Sources of the Credit Investigation
- Risk Assessment
- Establishing Credit Terms
- Implementing Credit Terms
- Reviewing Credit Terms
- The 5 C's of Credit
- Factors Impacting the Credit Flow

DAY 3

- Exam Paper # 2
- The Purpose of Financial Ratios
- Working as a Credit Manager not an Accountant
- Eight Key Ratios
- Understanding the Ratios
- Calculating the Ratios
- Scoring the Ratios
- Setting Credit Lines
- Business Failures
- Why Businesses Fail
- Insolvency Signposts
- Managing Credit Risk

DAY 4

- Exam Paper # 3
- Measures of Performance
- Ratios Measuring Performance
- Measures of Financial Status
- Ratios Measuring Financial Status
- Working Capital Use
- Ratios Measuring Working Capital Use
- Working Capital Turnaround
- Other Ratios
- In-Depth Credit Scoring
- Scoring Measures of Performance
- Scoring Measures of Financial Status
- Scoring Working Capital Use
- Other Scoring
- Total Scoring and Meaning

DAY 5

- Exam Paper # 4
- Delegate Presentations
- We Want Credit Ltd
- Free Session: Powerful Cash Collection Techniques
- Free Digital Training Access Planning your Cash Collection Call.

CMT IN COLLABORATION WITH ARABECOM HAVE DEVELOPED
CREDIT PROFESSIONALS FOR 30 YEARS

BOOKING

<https://www.cmtld.co.uk/course/level-4-diploma-course-on-credit-management-dubai/19-dec-2021#CourseMenu>

