

learning
equals
development

EQV Course Outline



■ Credit Control

■ 1 Day

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Credit Control

(1 Day)

Business Benefit

This course will help your credit control team get the money in from customers more quickly and effectively, so increasing your business bank account

Who Should Attend?

Anyone who has responsibility for credit control or debt collection in their organisation

Learning Objectives

*By the end of this course
you will be able to...*

- Understand the importance of good cashflow within a business, and how credit control helps achieve that
- Identify in advance customers who may not be able to pay
- Set procedures in place that will help achieve prompt payment
- Encourage prompt payment from the majority of customers
- Use the techniques available to deal with reluctant payers

Course Content

- Cashflow and the role of credit control
- Vetting customers in advance
- Agreeing terms
- Encouraging prompt payment – the “normal” processes
- Dealing with reluctant payers
- Taking legal action
- Action Planning

2011
Jul 14
Aug 15
Sep 13
Oct 13
Nov 10
Dec 09

2012
Jan 12
Feb 10
Mar 12
Apr 13
May 14
Jun 15
Jul 13
Aug 21
Sep 17
Oct 28
Nov 28

You may also be interested in

Making money: Finance for managers; Winning better sales: Finance for sales staff;
In the Boardroom: Finance for Directors; Interpreting accounts; Better budgeting;
Financial Wellbeing: Making ends meet at home

Training Locations

Leicester, Sheffield, Liverpool, Manchester, Basingstoke, London

Price:
£495
per person

The EQV Promise

We ensure that our courses are well received and are delivered by trainers that have actual commercial competency in their chosen subject.

Not only is this essential for our accreditation purposes but it ensures that the trainers will be able to include relevant experiences they themselves have learnt from. This generates appropriate engagement and empathy in the training environment.

When the course is completed we will report back to you about how the training has been received and can indeed evaluate the training right from start to finish after the skills transfer period. This information can come from your account manager who is your main point of contact at all times.

The EQV Experience

Our training courses take the attendee on a journey of learning and development. Throughout the course everyone is engaged in a stimulating and participative way.

Our courses are designed to encompass many different kind of learning activities making sure they appeal to different natural styles of learning that individuals have.

Activities may include a selection of syndicate work, discussion, pair work, case studies, games, role play, quizzes and presentations.

During the event an individual works on their own implementation plan so that they have a clear plan of how they are going to support their own skills transfer back in the workplace. Whilst it is important for the attendees to enjoy the workshop we want to ensure they apply as much as possible back in the workplace.

Our Training Centre

Set in the heart of beautiful rolling Leicestershire countryside, our idyllic training facilities not only provide attendees with the perfect environment to concentrate on their individual learning experience but also provide the practicality of ample parking and fully designed and equipped training rooms.

You will be greeted upon arrival by our training co-ordinator who is your point of contact throughout the day should have any specific queries.

A delicious buffet lunch is provided, catering for a variety of dietary needs.