

## Certified Accounts Receivable Professional

*Kuala Lumpur (Malaysia)*

*3 - 7 March 2025*

UK Training

# PARTNER



## Certified Accounts Receivable Professional

Code: FA28 From: 3 - 7 March 2025 City: Kuala Lumpur (Malaysia) Fees: 4200 Pound

### Introduction

A sizable share of a company's working capital is tied up in Accounts Receivable AR and this poses a high liquidity risk. In this course, we expand your knowledge and expertise in AR. This will enable you and your organization to manage your accounts receivable effectively without compromising your credit sales.

### Course Objectives

- Develop effective credit policies that meet a company's objectives.
- Use billing best practices techniques.
- Employ effective collection policies.
- Partner with the sales force for the benefit of the company.
- Evaluate the accounts receivable process and implement best practices.
- Apply tools and techniques to effectively monitor AR performance.

### Course Outlines

#### Day 1: Credit policies management

- Credit department responsibility.
- Factors affecting credit policies.
- The five Cs of credit.
- Non-financial factors affecting credit decisions.
- Outline of a credit policy.
- Credit department mission.
- Credit department objectives.
- Roles and responsibilities.
- Procedures.
- Measuring results.
- Review new accounts.
- Re-evaluate existing accounts.
- Financial statements: what to look for.
- Analyzing selected financial ratios.
- Setting the credit limit.
- Establishing a profitable relationship with the customer.
- Meeting the needs of the customer.

#### Day 2: The billing process

- An efficient billing process means faster collection.

A graphic of a chessboard with several chess pieces (a king, a queen, a rook, and a knight) on it. The board is white and black, and the pieces are gold and silver. The text 'UK Training PARTNER' is overlaid on the board.

UK Training  
**PARTNER**

- Preventing the fatal mistake: sending the bill with errors.
- The use of technology.
- Impact of up-front operations on billing.
- Best practices in billing.

### Day 3: You made the sale, now collect your money

- Cash: it is worth your efforts
- Tips, techniques, and guidelines for faster collection.
- Importance of setting a collection policy.
- Using different collection approaches.
- Strategies in dispute management.
- Best practices in the collection.
- Accounts receivable factoring, pledging, and assignment.

### Day 4: The relationship between sales and credit

- Breaking the ice.
- Maintaining credit sales relationships.
- Role of sales in issuing credit and in collection.

### Day 5: Accounts receivable process analysis

- Improving the quality of accounts receivable.
- Aging of accounts receivable and bad-debts reserves.
- Alternatives in computing bad-debt.
- Reducing bad-debt write-offs.
- Calculating accounts receivable turnover.
- Calculating Days Sales Outstanding DSO.
- Calculating the Best Possible Days Sales Outstanding BPDSO.
- Collection Effectiveness Index CEI.
- Analyzing the operating and cash cycles.
- Managing AR through portfolio strategy.
- Analyzing the size, composition, and complexity of the AR portfolio.
- Segmenting the portfolio.
- Formulating an approach for specific segments.

### Staying in control

- Internal controls in AR processes.
- AR and the monthly closing of accounts.
- Outsourcing of accounts receivable functions.

## Blackbird Training Cities

### Europe



Malaga (Spain)



Sarajevo (Bosnia and Herzegovina)



Oporto (Portugal)



Glasgow (Scotland)



Edinburgh (UK)



Oslo (Norway)



Annecy (France)



Bordeaux (France)



Copenhagen (Denmark)



Birmingham (UK)



Lyon (France)



Moscow (Russia)



Stockholm (Sweden)  
(Netherlands)



Podgorica (Montenegro)



Batumi (Georgia)



London (UK)



Istanbul (Turkey)



Amsterdam



Düsseldorf (Germany)



Paris (France)



Barcelona (Spain)



Munich (Germany)



Geneva (Switzerland)



Prague (Czech)



Vienna (Austria)



Rome (Italy)



Brussels (Belgium)



Madrid (Spain)



Berlin (Germany)



Lisbon (Portugal)



Zurich (Switzerland)



Manchester (UK)



Milan (Italy)



## Blackbird Training Cities

### USA & Canada



Los Angeles (USA)



Orlando, Florida (USA)



Online



Phoenix, Arizona (USA)



Houston, Texas (USA)



Boston, MA (USA)



Washington (USA)



Miami, Florida (USA)



New York City (USA)



Seattle, Washington (USA)



Washington DC (USA)



In House



Jersey, New Jersey (USA)



Toronto (Canada)

### Africa



Baku (Azerbaijan)  
(Thailand)



Maldives (Maldives)



Doha (Qatar)



Manila (Philippines)



Bali (Indonesia)



Bangkok



Beijing (China)



Singapore (Singapore)



Sydney (Australia)



Tokyo (Japan)



Jeddah (KSA)



Riyadh (KSA)



Dubai (UAE)



Kuala Lumpur (Malaysia)



Kuwait City (Kuwait)



Pulau Ujong (Singapore)



Jakarta (Indonesia)



Amman (Jordan)



Beirut (Lebanon)

UK Training  
**PARTNER**

## Blackbird Training Cities

### Asia



Kigali (Rwanda)



Cape Town (South Africa)



Accra (Ghana)



Lagos (Nigeria)



Marrakesh (Morocco)



Nairobi (Kenya)



Zanzibar (Tanzania)



Tangier (Morocco)



Cairo (Egypt)



Sharm El-Sheikh (Egypt)



Casablanca (Morocco)



Tunis (Tunisia)



## Blackbird Training Clients



UK Training  
**PARTNER**

## Blackbird Training Categories

### Management & Admin

Professional Skills  
Finance, Accounting, Budgeting  
Media & Public Relations  
Project Management  
Human Resources  
Audit & Quality Assurance  
Marketing, Sales, Customer Service  
Secretary & Admin  
Supply Chain & Logistics  
Management & Leadership  
Agile and Elevation

### Technical Courses

Hospital Management  
Public Sector  
Special Workshops  
Oil & Gas Engineering  
Telecom Engineering  
IT & IT Engineering  
Health & Safety  
Law and Contract Management  
Customs & Safety  
Aviation  
C-Suite Training



**BLACKBIRD**  
FOR TRAINING



International House 185 Tower Bridge  
Road London SE1 2UF United Kingdom



+44 7401 1773 35  
+44 7480 775526



Sales@blackbird-training.com



www.blackbird-training.com

UK Training

**PARTNER**

