

Collections On Defaulted Loans

Kigali (Rwanda)

12 - 16 August 2024

UK Training

PARTNER



Collections On Defaulted Loans

Code: FA28 From: 12 - 16 August 2024 City: Kigali (Rwanda) Fees: 3700 Pound

Introduction

Welcome to the Collections on Defaulted Loans Course, a comprehensive training program designed to provide participants with a thorough understanding of collections strategies and practices for defaulted loans. Managing defaulted loans is a critical aspect of the financial industry, and this course aims to equip participants with the necessary knowledge and skills to effectively navigate the complexities of collections, minimize risks, and optimize recovery strategies.

Objectives

- Develop a foundational understanding of defaulted loans: Gain insights into the reasons behind loan defaults, the impact on financial institutions, and the importance of an effective collections process.
- Master collections strategies and techniques: Explore proven methodologies for managing and recovering defaulted loans. Understand the legal and ethical considerations involved in collections activities.
- Enhance negotiation and communication skills: Develop effective communication strategies for interacting with borrowers in default. Learn negotiation techniques that aim for successful repayment plans while maintaining a positive customer relationship.
- Understand regulatory and compliance requirements: Familiarize yourself with the legal and regulatory frameworks governing collections on defaulted loans. Stay updated on industry best practices to ensure compliance and ethical conduct.
- Implement data-driven collections approaches: Learn how to analyze and leverage data to prioritize collections efforts. Understand the role of technology in enhancing efficiency and accuracy in the collections process.

Course Outlines

Day 1

Introduction to Defaulted Loans and Collections

- Understanding loan defaults: causes and consequences
- Importance of a robust collections process
- Overview of the collections life cycle

A graphic of a chessboard with several chess pieces (a king, a pawn, and a knight) on it, set against a background of concentric circles. The text 'UK Training PARTNER' is overlaid on the right side of the board.

UK Training
PARTNER

Day 2

Collections Strategies and Techniques

- Developing effective collections strategies
- Best practices in managing defaulted loans
- Legal and ethical considerations in collections

Day 3

Negotiation and Communication Skills

- Effective communication in collections
- Negotiation techniques for repayment plans
- Building positive customer relationships

Day 4

Regulatory and Compliance Requirements

- Legal frameworks in collections
- Compliance considerations in collections
- Industry best practices

Day 5

Data-Driven Collections Approaches

- Analyzing and leveraging data for collections
- Technology in collections management
- Case studies and practical applications

Blackbird Training Cities

Europe



Podgorica (Montenegro)



Stockholm (Sweden)



Lyon (France)



Copenhagen (Denmark)



Bordeaux (France)



Annecy (France)



Oslo (Norway)



Edinburgh (UK)



Glasgow (Scotland)



Malaga (Spain)



London (UK)



Istanbul (Turkey)



Amsterdam (Netherlands)
(Switzerland)



Düsseldorf (Germany)



Paris (France)



Barcelona (Spain)



Munich (Germany)



Geneva



Prague (Czech)



Vienna (Austria)



Rome (Italy)



Brussels (Belgium)



Madrid (Spain)



Berlin (Germany)



Lisbon (Portugal)



Manchester (UK)



Milan (Italy)

USA & Canada



Los Angeles (USA)



Florida (USA)



Online



Boston (USA)



Washington (USA)



Miami (USA)



New York (USA)



Toronto (Canada)



Blackbird Training Cities

Asia



Baku (Azerbaijan)



Maldives (Maldives)



Manila (Philippines)



Bali (Indonesia)



Bangkok (Thailand)



Beijing (China)



Moscow (Russia)
(Malaysia)



Singapore (Singapore)



Sydney (Australia)



Tokyo (Japan)



Dubai (UAE)



Kuala Lumpur



Jakarta (Indonesia)

Africa



Kigali (Rwanda)



Cape Town (South Africa)



Accra (Ghana)



Lagos (Nigeria)



Marrakesh (Marocco)



Nairobi (Kenya)



Cairo (Egypt)



Sharm El-Sheikh (Egypt)



Casablanca (Morocco)



Tunis (Tunisia)

UK Training
PARTNER

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 Refinement

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



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

 +44 7401 1773 35
+44 7480 775526

 training@blackbird-training.com

 www.blackbird-training.com

UK Training
PARTNER

