

Advanced Credit Management Training

Cairo (Egypt)

14 - 18 March 2027

UK Training

PARTNER



Advanced Credit Management Training

Code: AC32 From: 14 - 18 March 2027 City: Cairo (Egypt) Fees: 4900 Pound

Introduction

Effective credit management is the backbone of financial stability in every organization. It ensures healthy cash flow, minimizes risk exposure, and supports profitability. In an era of complex financial transactions and rapidly changing markets, advanced knowledge and analytical capability in credit management have become essential for maintaining financial resilience and long-term success.

The Advanced Credit Management Training program provides participants with an in-depth understanding of modern credit management practices, including credit risk assessment, policy design, and financial analysis for decision-making.

Through a blend of theory, case studies, and practical exercises, this course equips professionals with the tools needed to create sustainable credit systems that balance growth objectives with risk control, while improving overall financial efficiency and performance.

Course Objectives

- Understand advanced concepts and best practices in credit management.
- Analyze financial statements to evaluate creditworthiness.
- Develop and implement balanced credit policies aligned with business goals.
- Apply modern techniques for debt management and recovery.
- Strengthen analytical and decision-making skills in credit operations.
- Monitor and evaluate portfolio performance and credit exposure.
- Build credit risk models and define optimal credit limits.
- Enhance communication and coordination between finance and commercial teams.

Course Outlines

Day 1: Advanced Concepts in Credit Management

- Overview of the credit cycle and its strategic role.
- Understanding the link between credit, liquidity, and profitability.
- The role of credit management in corporate risk control.
- Customer segmentation based on financial behavior and credit ratings.
- Setting key parameters for credit approval.
- Case study on a successful credit management system.

Day 2: Financial Analysis and Credit Assessment

- Reading and interpreting financial statements.
- Evaluating performance using ratio and trend analysis.
- Analyzing liquidity, profitability, and leverage indicators.



- Understanding cash flow statements for credit evaluation.
- Identifying early warning signs of credit risk.
- Practical exercise on assessing a client's creditworthiness.

Day 3: Credit Policies and Risk Management

- Developing and enforcing effective credit policies.
- Setting and managing credit limits and approval procedures.
- Identifying and mitigating credit risks within a client portfolio.
- Reducing potential losses from bad debts and defaults.
- Monitoring credit portfolio performance and compliance.
- Case study on restructuring ineffective credit policies.

Day 4: Debt Collection and Recovery Strategies

- Modern collection techniques and best global practices.
- Identifying causes of delinquency and early intervention.
- Designing flexible repayment plans for overdue clients.
- Negotiation and settlement strategies that preserve client relationships.
- Measuring collection performance and improving recovery rates.
- Practical simulation on managing a complex debt portfolio.

Day 5: Strategic Analysis and Credit Reporting

- Preparing analytical reports to support executive decisions.
- Key performance indicators in credit management.
- Forecasting credit risks using trend and scenario analysis.
- Building models to evaluate credit portfolio efficiency.
- Developing strategic plans to enhance credit performance.
- Final group presentations and discussion of real business cases.

Why Attend This Course: Wins & Losses!

- Gain advanced expertise in credit and risk management.
- Strengthen your ability to analyze financial data accurately.
- Learn how to design flexible and effective credit policies.
- Improve debt collection efficiency and reduce delinquency rates.
- Enhance coordination between finance and commercial operations.
- Increase your ability to forecast and mitigate potential credit risks.
- Build a sustainable credit management framework for long-term growth.
- Develop strategic thinking in portfolio management.

Conclusion

Effective credit management is a strategic capability that determines an organization's financial strength and operational continuity. The Advanced Credit Management Training program equips participants with comprehensive analytical and practical tools to evaluate risk, implement sound policies, and make informed credit decisions that ensure financial stability and profitability.





This course combines strategic insight with practical application, empowering professionals to manage credit portfolios with precision and foresight. It fosters a deeper understanding of customer behavior, enabling participants to balance risk and return while sustaining long-term institutional growth.

By mastering advanced credit management techniques, professionals can contribute to stronger financial governance, improved cash flow, and a more resilient business model capable of thriving in changing economic environments.

Head Office: +44 7480 775 526
Email: Sales@blackbird-training.com
Website: www.blackbird-training.com



Blackbird Training Clients



MANNAI Trading
Company WLL,
Qatar



Alumina Corporation
Guinea



Booking.com
Netherlands



Oxfam GB International
Organization,
Yemen



Capital Markets
Authority,
Kuwait



Waltersmith Petroman Oil Limited
Nigeria



Qatar National Bank
(QNB),
Qatar



Qatar Foundation,
Qatar



AFRICAN UNION ADVISORY
BOARD ON CORRUPTION,
Tanzania



KFAS
Kuwait



Reserve Bank of
Malawi,
Malawi



Central Bank of Nigeria
Nigeria



Ministry of Interior
Kingdom of Saudi Arabia
KSA



Mabruk Oil Company
Libya



Saudi Electricity
Company,
KSA



BADAN PENGELOLA
KEUANGAN Haji,
Indonesia



NATO
Italy



ENI CORPORATE
UNIVERSITY,
Italy



Gulf Bank
Kuwait



المؤسسة العامة للتأمينات الاجتماعية
General Organization for
Social Insurance
KSA



Defence Space Administration
Nigeria



National Industries
Group (Holding),
Kuwait



Hamad Medical
Corporation,
Qatar



USAID
Pakistan



STC Solutions,
KSA



North Oil company,



EKO Electricity



Oman Broadband



UNITED NATIONS
UN.



هيئة تنظيم الكهرباء - عمان
AUTHORITY FOR ELECTRICITY REGULATION, OMAN
Authority for

UK Training
PARTNER



Blackbird Training Categories

Management & Admin

Entertainment & Leisure
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

Artificial Intelligence (AI)
Sustainability, ESG & Corporate Responsibility
Advanced 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

