



Decide with Confidence

## D&B Presents Credit Policy and Control for Corporate Efficiency



### Professor Hui

has been the vice-rector of two universities in Macau from 1988 to 2002.

He is the founder of the Business Engineering PVC BQ Decision and Management System and President of the Institute of Business Engineering. Thousand of managers & entrepreneurs from different corporations and government bureaus have benefits from his training. Professor Hui also lectures regularly in Asia in variety of financial management and business management subjects.



### Professor Ching

has helped many companies develop strategies and solutions through creative business models.

His clients include large international companies and Fortune 500 companies China Telecom and Volkswagen etc. His training focuses on enhancing corporate and managerial performance, including corporate strategy and the business engineering. Professor Gary Ching is the founder of the Business Engineering PVC BQ Decision and Management System and the Vice President of the Institute of Business Engineering.

## Objective

In dynamic environment, the credits function of an organization need to take a more proactive role in improving company performance. To achieve this objective, credit function need to develop the ability to comprehend the interaction of various credit elements in the credit function towards performance of a company. This training and workshop helps the credit function to better aware how credit decisions are made and how credit control process is taking place such that they can take more active role in meeting credit missions.

## Design for

Credit Managers and Financial Managers, Sales and Marketing Managers, Credit Policy and Control Executives

## Key Topics

### 1.The role of credit control

- Philosophy of credit
- Credit Policies
- Credit Decisions

### 2.Key Determinants of Credit

- Terms of sale
- Credit Analysis
- Collection Policy

### 3.Efficiency vs Credit Control

- Working capital analysis
- How credit control contributes to corporate efficiency

### 4.Risk Consideration in Setting Credit Policy

- Risk vs Return
- Minimize risk through optimal credit policy
- Understanding self risk appetite / tolerance

### 5.Prevention is better than cure – Cost of bad debt

### 6.Financial statement analysis and credit evaluation

- Drawbacks of financial statement analysis
- Inherent risk of financial statements

### 7.The Importance of the “Incremental Concept”

### 8.Systematic Approach in Setting Credit Policy

- Reinforcing the impact of credit policy towards performance
- Environmental integration to conventional perspective of credit policy
- Control devices for overall control efficiencies

### 9.Setting up an Alarm System for Credit Control

- Check lists on danger signals
- Safeguarding company financial positions

### Program Details (Course code: FI1004)

**Date:** April 14, 2010

**Medium:** Cantonese with English materials

**Venue:** Unit 1308-1315, 13/F, BEA Tower, Millennium City 5, 418 Kwun Tong Road, Kwun Tong, Kowloon

**Enquiry:** 2516-1382

**Time:** 9:30 am – 5:30 pm

**Course Fee:** HK\$2,800- ( 1 unit)