



# دورة تدريبية في إدارة الحسابات الهدينة والسياسات الدائنة



**AGILE LEADERS**  
Training Center

16 - 20 Mar 2027  
ميلان



## دورة تدريبية في إدارة الحسابات الهديئة والسياسات الدائنة

الرجوع: 36363\_26991 التاريخ: 16 - 20 Mar 2027 الموقع: ميلان الرسوم: Euro 5700

### Course Overview:

The course is designed to provide in-depth knowledge and practical strategies for managing accounts receivable, implementing credit policies, and optimizing the collection process. This course focuses on best practices in accounts receivable management, credit risk management, AR process optimization, and credit control systems.

Participants will learn about invoice management solutions, AR ageing and collection, and managing overdue accounts, which are critical for improving cash flow and reducing bad debts. By incorporating credit policies best practices and utilizing AR management, attendees will master techniques to streamline receivables processes and enhance overall financial stability.

### Target Audience:

- Accounts Receivable Managers
- Credit Managers
- Financial Controllers
- Treasurers
- Accounts Payable/Receivable Clerks
- Risk Analysts
- Collection Agents

### Targeted Organizational Departments:

- Finance Department
- Credit Management
- Accounts Receivable Team
- Risk Management
- Collections Department
- Treasury and Cash Management

### Targeted Industries:

- Retail
- Manufacturing
- Service-Based Industries
- Healthcare
- Telecommunications
- Financial Services

## Course Offerings:

By the end of this course, participants will be able to:

- Effectively manage accounts receivable and credit policies to optimize cash flow and minimize risk. •
- Implement best practices in invoice management and AR ageing and collection strategies. •
- Use AR management software to streamline credit control systems and improve AR reporting. •
- Conduct thorough credit risk assessments and establish robust debt collection policies. •
- Apply payment collection strategies and improve AR reconciliation techniques for better financial reporting. •
- Leverage credit and collection software for better efficiency and compliance. •

## Training Methodology:

This course will employ a mix of interactive learning, case studies, group discussions, and real-world applications. Each participant will engage in simulated practical scenarios in credit risk management and accounts receivable processes. The course will also feature expert-led sessions to explore credit policy's best practices, enabling participants to learn how to evaluate customer credit risk, optimize collection cycles, and apply invoice management solutions. Feedback sessions will allow learners to refine strategies for managing overdue accounts and automating AR systems.

## Course Toolbox:

- ebook on accounts receivable management and credit risk analysis. •
- Templates and checklists for credit control procedures, invoice dispute resolution, and credit review policies. •
- Reading materials on credit control systems, AR reporting and analytics, and AR cash flow management. •
- Online resources for further learning on credit policies and debt collection strategies. •

## Course Agenda:

### Day 1: Introduction to Accounts Receivable Management

- Overview of Accounts Receivable and its role in financial management Topic 1: •
- Key Principles of Credit Risk Management Topic 2: •
- Best practices for AR Process Optimization Topic 3: •
- Implementing Credit Control Systems for Effective Management Topic 4: •
- Key strategies for AR Aging and Collection management Topic 5: •
- Introduction to Invoice Management Solutions Topic 6: •
- Discuss key challenges and insights from the day's topics Reflection & Review: •



## Day 2: Advanced Credit and Collection Strategies

- In-depth analysis of Credit Risk Analysis techniques Topic 1: •
- Enhancing Collection Cycle Improvement Methods Topic 2: •
- Developing Efficient Payment Collection Strategies Topic 3: •
- Managing Overdue Accounts Effectively Topic 4: •
- Optimizing Credit Limit Management and Policies Topic 5: •
- Using AR Management Methods for Streamlined Operations Topic 6: •
- Key takeaways on improving AR collections and payments Reflection & Review: •

## Day 3: Credit and Receivables Management Methods

- Effective Techniques for AR Cash Flow Management Topic 1: •
- Utilizing Credit and Collection methods in AR operations Topic 2: •
- Credit Review Policies for Ongoing Risk Management Topic 3: •
- AR Reporting and Analytics for Better Decision-making Topic 4: •
- Cash Application Techniques to improve receivables Topic 5: •
- Strategies for AR Reconciliation and accuracy Topic 6: •
- Reflect on tools and Methods applications used in AR Reflection & Review: •

## Day 4: Risk Management and Compliance in AR

- Conducting Customer Credit Risk Assessments Topic 1: •
- Creating Debt Collection Policies for consistency Topic 2: •
- Ensuring Credit and Collection Compliance with industry standards Topic 3: •
- Review and implement Financial Credit Policies Topic 4: •
- Understanding and Applying Receivables Aging Reports Topic 5: •
- Legal and regulatory considerations in AR Topic 6: •
- Evaluate compliance strategies and their effectiveness Reflection & Review: •

## Day 5: Enhancing AR Efficiency and Recovery

- Advanced Credit Management strategies for AR optimization Topic 1: •
- Improving AR Efficiency with automation and technology Topic 2: •
- Techniques for Effective Credit Recovery Best Practices Topic 3: •
- Using Automated Systems for AR Payment Scheduling Topic 4: •
- Optimizing AR Ledger Maintenance Topic 5: •
- Developing a comprehensive AR strategy for sustainable growth Topic 6: •
- Review key learnings and discuss application strategies for long-term success Reflection & Review: •

## How This Course is Different from Other Accounts Receivable Training Courses:

What sets the course apart is its comprehensive, hands-on approach to AR process optimization, credit control systems, and automated AR systems. This course not only covers essential topics such as credit risk management and collection strategies but also emphasizes the use of credit and collection methods and real-time AR reporting and analytics. Participants will gain insights into advanced credit policies best practices and debt collection policies, with practical templates for immediate implementation. Unlike other courses, this program focuses on optimizing cash flow through AR ageing and collection, credit risk analysis, and more, making it a unique and valuable resource for finance professionals.



## فئات الدورات التدريبية



HR TRAINING &  
DEVELOPMENT

دورات إدارة و تطوير الموارد البشرية



دورات إدارة و تحليل البيانات ودورات علم  
البيانات



دورات إدارة الجودة وتطوير العمليات



الدورات التدريبية في مجال البيئة والاستدامة



دورات التسويق وإدارة علاقات العملاء وإدارة  
المبيعات



دورات التدريب القانوني والمشتريات  
والتعاقدات



دورات الاتصال الجماهيري و السياسات  
والعلاقات العامة



دورات النظم السيبراني ودورات تقنية  
المعلومات



دورات الصيانة ودورات المجالات الهندسية  
المتنوعة



دورات الصحة والسلامة والأمن المهني



دورات السكرتارية و إدارة المكاتب



دورات الحوكمة وإدارة المخاطر والامتثال



**AGILE LEADERS**  
Training Center

## فئات الدورات التدريبية



دورات معتمدة من قبل هيئات دولية



دورات في مجالات القيادة والإدارة



دورات المهارات الشخصية وتطوير الذات



دورات المحاسبة و التمويل و دورات الإدارة  
المالية



دورات مكتب إدارة المشاريع وإدارة المشاريع  
الرشيقية

## مدن التدريب



أهستردام - هولندا



أكرا - غانا



أثينا - اليونان



أبوظبي - الإمارات العربية المتحدة



الدوحة - قطر



الدار البيضاء - المغرب



الجبيل - المملكة العربية السعودية



اسطنبول - تركيا



المنامة - مملكة البحرين



الكويت - الكويت



القاهرة - مصر



الرياض - المملكة العربية السعودية



بانكوك - تايلند



بالي - جمهورية اندونيسيا



باكو - أذربيجان



باريس - فرنسا

## مدن التدريب



بورنو - البرتغال



برلين - ألمانيا



برشلونة - إسبانيا



براغ - جمهورية التشيك



جنيف - سويسرا



جاكرتا - جمهورية إندونيسيا



تيليسي - جورجيا



بوكيت - تايلاند



زنجبار - تنزانيا



روما - إيطاليا



دبي - الإمارات العربية المتحدة



جوهانسبرغ - جنوب إفريقيا



شهر الشيخ - مصر



سيول - كوريا الجنوبية



سنغافورة - سنغافورة



سان دييغو - الولايات المتحدة الأمريكية

## مدن التدريب



طوكيو - اليابان



طشقند - أوزبكستان



طرابزون - تركيا



شيكاغو - الولايات المتحدة الأمريكية



فيينا - النمسا



فرانكفورت - ألمانيا



عن بعد - منصة زووم



عمان - المملكة الأردنية الهاشمية



لشبونة - البرتغال



لانكاوي - ماليزيا



كاب تاون - جنوب إفريقيا



كوالالمبور - ماليزيا



مسقط - سلطنة عمان



مدريد - إسبانيا



ماربيا - إسبانيا



لندن - المملكة المتحدة

## مدن التدريب



نيروبي - كينيا



ميونخ - ألمانيا



ميلان - إيطاليا



مونترنو - سويسرا



نيس - فرنسا

# WHO WE ARE

Agile Leaders is a renowned training center with a team of experienced experts in vocational training and development. With 20 years of industry experience, we are committed to helping executives and managers replace traditional practices with more effective and agile approaches.

## OUR VISION

We aspire to be the top choice training provider for organizations seeking to embrace agile business practices. As we progress towards our vision, our focus becomes increasingly customer-centric and agile.

## OUR MISSION

We are dedicated to developing value-adding, customer-centric agile training courses that deliver a clear return on investment. Guided by our core agile values, we ensure our training is actionable and impactful.

## WHAT DO WE OFFER

At Agile Leaders, we offer agile, bite-sized training courses that provide a real-life return on investment. Our courses focus on enhancing knowledge, improving skills, and changing attitudes. We achieve this through engaging and interactive training techniques, including Q&As, live discussions, games, and puzzles.



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