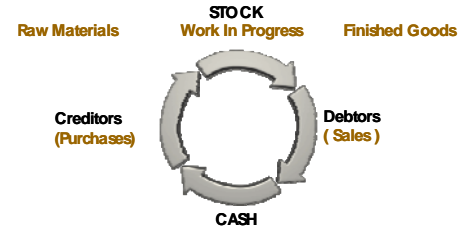


Credit Control And Profitability

"Over 50% of managers lack confidence in financial decision making"¹. Managing credit efficiently can help prevent business failure. An understanding of the various pressure points on working capital is the first step in proactive cash management.

¹ Source: YouGov/Intellelixis survey of 650 UK managers, 2006



Who is it for?

This programme is for anyone with responsibility for the business, such as general managers or people with specific responsibility for financial reporting or management.

Benefits

From attending this course people will:-

- Understand the impact of credit control on your organisation's profitability
- Appreciate the importance of cash
- Contribute to the development of shareholder value
- Be able to explain how the financial statements link together

Content

- Understanding the Financial Statements and how credit control impacts profits
 - Income Statement (Profit & Loss)
 - The Balance Sheet, and
 - Cashflow Statement
- The Working Capital Cycle components
 - Handling Receivables (Debtors)
 - Managing Payables (Creditors),
 - Inventory Management
- Monitoring through financial ratios
- Breakeven Analysis
- Ways to improve liquidity
 - Pricing
 - Working capital management
 - Other sources

This list is not exhaustive so please talk to us if you don't see what you are looking for

Why X Learning?

So much finance training can be dull and boring. We make this subject lively, fun, interesting and above all relevant by:

- Drawing learning from day to day events within the business
- Allowing participants to directly reflect on the organisation and the job they do
- Incorporating high levels of interactivity, for example:
 - Running light hearted but focussed business games
 - Using live company data where possible
 - Providing realistic case studies
- Cutting out the jargon and keeping things simple
- Encouraging group work
- Catering for different learning styles and providing multi sensory input

Programme length options; full day or 2 days depending upon your requirements

To discuss **call** Mike on 07899 728 628 or David on 07984 817 328
our office on 01908 632713 or **email** office@xlearning.co.uk