Credit Management
(offered by the Department of Finance, Risk Management and Banking)

1 Syllabus

FIRST LEVEL

CMG111C  Credit Management I (Examination: 1 x 3 hour paper)
Syllabus: Basic credit terms and credit terminology, the origin of credit, credit - socio-economic perspective, the place of credit in the enterprise, the meaning of credit, cost of credit, the various types of credit, introduction to the credit function, evaluation of the creditworthiness of an applicant, the collection systems and procedures and credit practice - practical experience.
Similar study unit/modules: CCT131Y

SECOND LEVEL

CMG211C  Credit Management II (Examination: 1 x 3 hour paper)
Prerequisite: CMG111C
Syllabus: Credit and collections policy, factors/components of the credit and collections policy, the analysis of credit information, the role of credit agencies in the credit investigation, analysis of the financial statements of an enterprise, credit risk/standard, decisions regarding credit granting, coordination between sales and credit and the interdependence between credit and marketing/customer service, interest on overdue accounts, documents and records of credit transactions, effective management and control/supervision regarding credit and collections and credit practice - practical experience.

THIRD LEVEL

CMG311C  Credit Management III (Examination: 1 x 3 hour paper)
Prerequisite: CMG211C
Syllabus: The influence of the total business environment on credit management, the role and management task of the credit manager, the financing of debtors, influence of credit and collections on the current/working capital position of the enterprise, credit reporting, the effectiveness of the credit and collections policy, aids to collect debtors as quickly as possible - alternative collection procedures, insolvency, credit insurance and credit practice - practical experience.

FOURTH LEVEL

CMG411C  Credit Management IV (Examination: 1 x 3 hour paper)
Prerequisite: CMG311C
Syllabus: Introduction to strategic credit management, link the goals and objectives of the organisation and the credit function, assess the present status of the credit department, scan the environment, formulating credit strategies, implement credit plans, consider and select a strategy and evaluation of credit strategy.