



Australian Institute of
CREDIT MANAGEMENT

Qualification Courses

4 Popular training programs being held in February/March 2018

Assess Credit Applications

**One Day face to face or
Online at your pace**

* Core unit from the FNS40115 Certificate IV in Credit Management

Understand how to assess and verify information provided in credit applications, establish credit terms and limits notify customers of credit application outcomes.

[Sydney – 5 February](#)
[Melbourne – 12 February](#)
[Brisbane – 19 February](#)

Effective Collection Techniques

**One Day face to face or
Online at your pace**

* Core unit from the FNS40115 Certificate IV in Credit Management

Develop strategies for collecting on overdue customer accounts, learn how to negotiate agreements and ensure obligations are met.

[Sydney – 6 February](#)
[Melbourne – 13 February](#)
[Brisbane – 20 February](#)

Manage & Recover Bad & Doubtful Debts

**One Day face to face or
Online at your pace**

* Core unit from the FNS40115 Certificate IV in Credit Management

Identify bad debts, negotiate with customers and ascertain means of recovery using actions in line with relevant credit policies.

[Sydney – 5 March](#)
[Melbourne – 15 March](#)
[Brisbane – 19 March](#)

Manage Factoring & Invoice Discounting Arrangements

**Two Day face to face or
Online at your pace**

* FNNSCRD502 Elective unit from the FNS51515 Diploma of Credit Management

This 2 day unit is relevant to those people who provide a factoring and/or invoice discounting arrangement as well as those people who utilise such an arrangement.

[Sydney – 6 & 7 March](#)
[Melbourne – 13 & 14 March](#)
[Brisbane – 20 & 21 March](#)

AICM offers nationally recognised training courses which allows Credit Professionals to address a specific learning need and/or work towards a full qualification such as Certificate IV or Diploma in Credit Management.

AICM training can be taken face to face (for selected popular modules in locations with enough demand), online (all modules, anytime, anywhere) and in your offices.

[Click here](#) for more information about Qualification Courses

[Click here](#) for other face to face Training Courses