



**EFFECTIVE CREDIT MANAGEMENT AND CONTROL
– STRATEGIES AND PRACTICE**

14th –15th August 2008 (08:00 – 16:30)

Venue : Victory Hotel, Ho Chi Minh City

International Speaker:

Mr. Lim Chor Ghee

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***VIETVALUES* AUDIT AND CONSULTING CO., LTD**
153 De Tham Street, Co Giang Ward, Dist 1 - HCM City, Vietnam
Tel : +84(8) 838 9099 - Fax : +84(8) 838 9119
Website : www.vietvalues.com



Hot Topics!

- Understanding the strategic importance of credit management
 - The price of ineffective credit management
 - Making credit management an integral management function
- Credit assessment techniques
 - Financials metrics and non-financials indicators
 - Balancing risks and reward
 - Account opening and customer service
- Elements of an effective credit contract
- Benchmarking the state-of-the-art in credit management
 - Effective Credit Policy
 - Systems and processes
 - Documentation
 - Knowledgeable and well-trained staff
- Key Performance Indicators in credit management – Days Sales Outstanding and Ageing Reports
- Case studies of credit management at a multinational in Vietnam

Who should attend:

- Senior Management
- Accountants
- Financial Controllers/Managers
- Credit Controllers/Managers
- Accounts Receivable Personnel
- Administration Personnel involved in the credit function



Course Objectives

By the end of the workshop, participants will:

- Understand the strategic importance of credit management
- Develop and successfully apply an effective credit assessment and credit granting policy in their organization
- Successfully implement a proactive and practical credit management strategy to address non payments
- Use Key Performance Indicators for managing the credit management function
- Learn the best practices in credit management for a multinational in Vietnam

International Speaker

Mr Lim Chor Ghee

MIntSt (Syd), MBA (UK), PCeB(USQ), BComm(Melb), CPA(Aust), CA(M'sia)
Partner, VIETVALUES Audit and Consulting

Chor Ghee has more than 16 years of experience in corporate management, consulting and lecturing. He is an Associate Professor (Accounting and Finance) with a university in Malaysia, and regularly delivers training workshops in Singapore, Malaysia and Vietnam for CPA Australia, ACCA and CIMA. He was previously the vice president (legal & corporate affairs) for a public-listed multinational in Hong Kong, where he managed group corporate affairs for international business operations in more than 15 countries. He trained with Coopers & Lybrand and Price Waterhouse in his early career days.

Chor Ghee is a Certified Practising Accountant with CPA Australia, a Chartered Accountant with the Malaysian Institute of Accountants and a member of the Malaysian Institute of Taxation and Academy of International Business (USA),. He graduated with several degrees - *Master of International Studies* (University of Sydney), *Master of Business Administration (Distinction)*(Heriot Watt University, UK), *Postgraduate Certificate in Electronic Business* (University of Southern Queensland), and *Bachelor of Commerce* (University of Melbourne).

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Registration

Workshop : Effective credit management and control
- Strategies and Practice

Date: 14th- 15th August 2008 (08:00 – 16:30)

Venue: Victory Hotel, 14 Vo Van Tan St, District 3, Ho Chi Minh City

Cost: USD350 (2 days of workshop)

Name of person attending : _____

Company : _____

Position: _____

Phone No: _____ **Email :** _____

Signature and/or company stamp :

Please fill up this form and fax it to us at +84(8) 838 9119
(You may call us at +84(8) 838 9099 to ensure we have received the fax)
Registration is only confirmed upon payment which must be made by 11th August 2008.

Payment methods:

1. TT USD350 to:

Bank Account Name: **VIETVALUES** AUDIT AND CONSULTING CO., LTD

Bank Account Number: 03543110020000009-4

Bank and Branch: SACOMBANK, Binh Tay Branch.

Please fax us a copy of the TT form at +84(8) 838 9119 with the name and company of the person attending clearly written on it.

2. Cash payment of USD350 can be made at **VIETVALUES** Audit And Consulting Co., Ltd,
153 De Tham Street, Co Giang Ward, Dist 1 - HCM City, Vietnam

For more information and further enquiries please email Mr. Noel at noel@vietvalues.com
or call Ms. Hien at +84(8) 838 9099 xt 107

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