Credit Management, Debt Collection and Bank Funding Negotiation

Banking and Financial Regulation

Course Overview

Credit Management, Debt Collection and Bank Funding Negotiation: a 5-day professional training course from LTC Consultants, delivered in-classroom across...

What You Will Achieve

- Explain the core principles and current good practice in Credit Management, Debt Collection and Bank Funding Negotiation
- Apply practical tools and techniques for Credit Management, Debt Collection and Bank Funding Negotiation in your own organisation
- Analyse real-world scenarios and select the right approach with confidence
- Avoid the common pitfalls that undermine Credit Management, Debt Collection and Bank Funding Negotiation in practice
- Build a personal action plan to implement what you have learned

Who Should Attend

Directors, senior managers, heads of department, team leaders and high-potential professionals preparing for greater leadership responsibility.

Course Outline

1. Foundations of Credit Management, Debt Collection and Bank Funding Negotiation: principles, terminology and context
2. The business case: why Credit Management, Debt Collection and Bank Funding Negotiation matters to performance
3. Core tools, frameworks and methods
4. Applying the tools: guided case study and exercises
5. Common pitfalls and how experienced practitioners avoid them
6. Working with stakeholders: communication and influence
7. Measuring results and continuous improvement
8. Personal action planning and course review

Upcoming Dates and Fees

DATES	VENUE	FEE (PER DELEGATE)
14 to 18 Sep 2026	Windhoek	**$1,550**
28 Sep to 2 Oct 2026	Dar es Salaam	**$1,395**
12 to 16 Oct 2026	Online	**$800**

26 to 30 Oct 2026	Gaborone	**$1,650**
9 to 13 Nov 2026	Kigali	**$1,395**
23 to 27 Nov 2026	Cape Town	**$1,650**
7 to 11 Dec 2026	Lusaka	**$1,550**

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Every delegate receives a Certificate of Attendance. Group and in-house rates available on request.