

REGISTRATION OPEN · START 5 OCTOBER 2026

Certification program

ACMS Education

Accounts Receivable & Credit Management

32 hours of live online training across 12 modules, leading to the international **DipCM IAPBE diploma**.

- ✓ Cut overdue, bad debts and cash shortages
- ✓ Set optimal credit terms for every counterparty
- ✓ Take the next career step with an international qualification

WHO WILL BENEFIT

- Credit Controllers, Analysts and Managers
- Accountants, Controllers, CFOs
- Treasurers

32h

live training,
12 modules

72+

professionals already
trained



AUTHOR & TRAINER

Andriy Sichka

Creditologist · VP Education ACMS
Managing Partner, Credit Engineering

START DATE

2 NOVEMBER 2026

Min. 6 participants to confirm

FORMAT

32h online

Live sessions + optional meet-up

MEMBERS

CHF 990

ACMS membership rate

NON-MEMBERS

CHF 1'390

Full rate

Seats are limited — register before 5 October 2026.
Info@creditmanager.clubdesk.com · creditmanager.ch

Reserve your seat →

Full syllabus

12 modules · 32 hours total · live online



01 Introduction 2h	07 Structuring a Credit Transaction 2h
Importance of receivables value · types of receivables · portfolio strategy · stages & structure of credit management	Formation & adaptation of credit terms · alignment of terms between counterparties · case studies
02 Types & Methodology of Credit Decision Making 2h	08 Credit Control 2h
Formation of credit terms · terms' control & revision · management of exceptions · choosing recovery method	Purpose of control · control of outstanding, payment terms & validity of security · analysis of practical situations
03 Creditworthiness 6h	09 Credit Performance Measurement 2h
Business types & risks · limited liability concept · credit risk scenarios · sources of counterparty information · credit analysis (horizontal/vertical, ratios, scoring models) · case study	Adequacy of sales support · bad debts · long-term debt · portfolio risk · counterparty payment discipline
04 Deferred Payment Term 2h	10 Timely Payments Assurance & Debt Collection 4h
Importance of deferred payment · term & price alignment · limit & term alignment · factors affecting payment terms · operating cycle · optimal terms corridor	Payment assurance approaches · reasons for delays · rewards & penalties · debt recovery negotiations · use of third parties
05 Credit Demand of a Transaction 2h	11 Credit Policy & Procedures 2h
Factors affecting credit demand · approaches to defining credit demand · case study	Policy's role, importance & structure · development, alignment, revision and adaptation
06 Trade Finance Tools 4h	12 Credit Function of the Company 2h
Credit risk management techniques · guarantor's risk · bank guarantees · letters of credit · credit insurance · pledges · selection of instruments	Structure of a credit department · functional subordination · credit staff · organization of work & training

Reserve your place for 2 NOVEMBER 2026

Write to us with your name, company and role. A minimum of 6 participants confirms the session; otherwise it is postponed to the next edition.

Members CHF 990

Non-members CHF 1'390