

Chartered Institute of Credit Management (CICM)

What is Credit Management?

Credit management is the process of granting credit, the terms under which it is granted and recovering this credit when it's due. There is a recognised direct relationship between training and business performance. Credit Management is therefore the system used by a business to manage and control this function within their work environment, to make certain that it gives credit only to customers who are able to pay, and that customers pay on time. It is a critical part of a well-managed business that will help reduce bad debts and improve the cash flow in your business.

The Diploma in Credit Management is a Professional Qualification accredited by the Chartered Institute of Credit Management (CICM). CICM qualifications are the recognised standard in the Credit and collections industry, designed to deliver direct value to individuals and the businesses that they work for.

Who is the Course aimed at?

The course is aimed at companies who provide credit facilities to their customers who want to improve collection of outstanding invoices and improve cash flow. Companies looking to improve their efficiency through implementation of quality systems and staff expertise to reduce the risk of non-collection and bad debt. This course will support the employee professional development of companies looking to grow or invest.

The course is delivered in Poland or in the UK flexibly over intensive weekend sessions throughout the year. Examinations take place in January, June and October at test Centres in Poland or in the UK.

Level 3 Diploma in Credit Management ACICM

The Level 3 Diploma is designed to develop effectiveness, improve career progression and prepare staff for more senior roles with responsibility. Staff will gain an advanced understanding of a wide range of credit management related concepts, processes and techniques. This course is ideal for staff aspiring to progress within the company. Preparing individuals for the next level of responsibility for example Senior Credit Controllers, Credit Risk Analysts or Team Leaders.

4 Units – 3 days per unit

- Accounting (3 hour exam)
- Business Law (online exam)
- Credit Management (online exam)
- Business environment (online exam)

Candidates completing this qualification can use the letters **ACICM** after their name (if they have current membership). The Level 3 Diploma is also the route to further study and progression to the Level 5 Diploma.





Level 5 Diploma in Credit Management MCICM (Grad)

The level 5 Diploma provides essential knowledge about key credit management areas and an increased ability to innovate, lead teams and operate in complex business environments. The qualification demonstrates a high level of knowledge and expertise in credit management and the ability to maximise the efficiency of the credit function. This course is suitable for Credit controllers, analysts, department managers or team leaders who would like to move to more senior roles or experienced credit managers who need to consolidate their experience with qualifications. The Level 5 qualification equips staff with the knowledge of advanced credit management techniques and processes.

6 Units - Each unit = 10 credits (ECTIS 5)

- Strategic Communication & Leadership
- Strategic Planning
- Advanced Credit Risk Management
- Compliance in Legal, ethical and social environment
- Process improvement
- Legal Practice & Insolvency

Candidates completing this qualification can use the letters **MCICM(Grad)** after their name (if their membership is current) and it gives CICM graduate status and the option to progress to higher level qualifications.

Examinations take place in 2nd Week of June and 2nd Week October at Pearson View Test Centres in Poland or UK.

Level 3 consists of 3 Online examinations and a 3 Hour written exam.

Level 5 consists of written assignments

Test Centres are available in the following Cities:

- Warsaw, PI
- Kielce, PI
- Ludz, PI
- Krakow, PI
- Wroclaw, PI
- Poznan, PI
- Katowice, PI
- Manchester, UK

Benefits

- Staff will be more confident, better equipped to do their job, and gain a better understanding of their role and responsibilities
- Staff will network with subject-matter experts and other credit professionals who can support and share best practice
- Enhance the professional credibility of staff in your organisation
- Improve efficiency and performance of your credit control mechanisms based on the very latest thinking in the credit industry
- Professional development of staff to enable company growth and contingency planning.
- Equipping staff with the knowledge of up to date credit management techniques and processes to improve cash flow

