

Certificate in Credit Management

Thursday evenings



Export Edge Training are accredited / recognised by:

- Irish Department of Education (Ref: NEL/104)
- Irish State Training Authority (FAS ref. 900692)
- Further Education and Training Awards Council (FETAC)
- Irish Institute of Credit Management (IICM)
- Irish Exporters Association (IEA)
- Institute of International Trade of Ireland (IITI)
- Institute of Leadership & Management (ILM, UK)
- Chartered Institute of Logistics & Transport (CILT)
- International Chamber of Commerce (ICC Paris)
- International Association of Trade Training Organisations (IATO)

The **Irish Institute of Credit Management (IICM)** is the professional and examining body for this Certificate course. Students are required to register as members of the Institute for duration of their studies. Through membership, students will have contact with the Institute. They will also be invited to attend workshops and exhibitions run by the Institute on relevant aspects of Credit Management.

AWARDS

The certification is awarded to students who successfully pass examinations and complete assignments. The exams results are notified by IICM to students within 2 months of completion of examination. Holders of the Certificate are entitled to display "**A.I.I.C.M. (Cert)**" if associate member, or "**M.I.I.C.M. (Cert)**" if full member, after their name.

Course Subjects / Syllabus

The part-time Certificate in Credit Management course takes place on Thursday nights from 6.30 – 9.20 pm and delivered over two semesters:

- **Credit Management** *Exams Jan 2010*
 - **Accounting** *Exams Jan 2010*
 - **Economics** *Exams June 2010*
 - **Law** *Exams June 2010*
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- *Examinations of two hours duration require students to answer four questions out of eight set. Assignments make up 30% of the overall marks.*

ENTRY REQUIREMENTS

- Leaving Certificate & Third level / Professional experience
- Associate membership of IICM*.

Ideally, the entrants to the course will already have commercial experience and are seeking enhanced education in business management to advance their career prospects.

** Associate or Student Members are entitled to take part in all Irish Institute of Credit Management activities and services with the exception of being able to vote at General meetings.*



The **Certificate in Credit Management** is essential for any business professional who is involved in any stage of company cash flows, from order management, customer service, contract negotiation, account management to accounts receivable. The Certificate in Credit Management was designed to expand participants current knowledge within commercial, legal and financial areas.



Course Modules

C r e d i t M a n a g e m e n t

The **Credit Management** subject gives a practical overview of the function, the components and how to manage credit. It covers Consumer, Trade and Export issues to give students a better understanding of the topic. The course is dynamic, surprisingly commercial and focuses on building strong customer relationships and finding a way to deliver every order, and what must be in place if getting paid is important to your business.

A c c o u n t i n g

The **Accounting** subject is specifically designed for Credit professionals – not accountants – you will never have to prepare a set of accounts but you have to be able to understand them and make important decisions on that basis – this section shows you how. It also incorporates some simple and effective scoring models to improve your understanding of your customers.

E c o n o m i c s

The **Economics** subject gives you a view of the economy works and why. What factors to look out for and will give you a better understanding of news and current affairs when you understand what is behind it.

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The **Law** subject gives you an understanding of the basics of the Legal System in Ireland – and covers relevant topics like Contract Law, Law of Torts and the Sale of Goods act, as well as a section on Credit & Security.