



How to effectively collect Overseas Receivables 如何有效地追收海外壞賬

Program Objectives (簡介):

- After the course, participants will be able to
- ✧ Master the **communication skills** necessary to accomplish telephone collection calls in a professional manner
 - ✧ Understand the **key elements** of a successful collection call
 - ✧ Overcome **common objections** encountered when making collection calls
 - ✧ Be better prepared to **secure payment commitments** from customers

All participants will receive a **Certificate of Achievement** and a **Comprehensive Training Workbook**.

Program Agenda (課程大綱):

- ✧ 洞悉各國出口的借貸風險危機：國家風險、政治風險、匯率風險、商業風險
Identify risks in various aspects of International trade: Country, Political, Foreign Exchange & Commercial risks.
- ✧ 分析近期各國付款能力及習性的趨勢
Payment practice in various countries
- ✧ 認識現金週期及付款表現指數
Understand the cash cycle & payment index
- ✧ 如何在出口貿易中作正確信貸決定
Make the right credit decision in international trade
- ✧ 探討有效的國際貿易壞賬管理策略
Sound risks management practices for global trader
- ✧ 如何在收賬程序中識別“壞賬危機”警號
How to identify danger signals during collection process
- ✧ 深入探討如何提昇跨國收賬成功率
Collect overseas debt receivable more effectively
- ✧ 最新修訂個案分析

For course details and registration please call us at 2201 8888. Please fill in the form and fax back to 2201 8288 or send email to info@rmshk.com:

REGISTRATON FORM

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| Company Name: | Title: |
| Contact Name: | E-mail: |
| Mailing Address: | |
| Phone No: | Fax No: |