

Webinar

TRADE CREDIT DECISION MAKING

CREDIT RISK TYPES AND SCENARIOS



Speaker:	Andriy Sichka, Managing Partner, Credit Engineering and Development Director of The Association of Credit for Central and Eastern Europe
Date:	Thursday 9 th February 2017
Time:	15h00 CET (Central European Time)

WEBINAR OVERVIEW

Granting credit to a trade partner is always associated with a risk. Unfortunately, there is no one genuine way to deal with it. The liberal approach oriented on sales may lead to overtrading and bad debts write-offs. On the other end, too conservative trade policy may end up with a reduction of sales volumes. Furthermore, some companies change their strategy from conservative to liberal several times a year. The one-sided strategy could not help to build a positive business. But, there is a way to avoid it.

Successful use of credit requires a balance between sales support and assurance of revenue. Finding it starts with clear understanding of risks associated with credit and their interrelationships.

In the coming webinar, we take a deeper look at credit risk components and negative scenarios. We will continue with basic law concepts concerned with credit risk. And in the end, we would discuss sources of credit information available in the modern market. This webinar is the second in the series of 7 dedicated to different aspects of credit decisions. Further webinars will be dealing with the following topics:

- Evaluation of a counterparts' creditworthiness
- Methods and instrument of credit risk mitigation
- Credit terms, interest rates, price, and discount in a trade credit transaction
- Assessment of credit demand
- Structuring of a trade credit transaction

CREDIT ENGINEERING OVERVIEW

Credit Engineering is the company helping businesses with building and re-engineering of credit functions through innovative consulting, outsourcing and training solutions. The most recent company's development is the Advanced Service for Trade Credit Decision-Making – a comprehensive solution to facilitate smart credit decisions, enhance sales and reduce the risk of late payment and bad debts. Find more information on www.creditengineering.com

TRAINER BIOGRAPHY



Andriy Sichka is an international credit manager with more than 20 years of experience. He is managing partner Credit Engineering and Development Director of The Association of Credit for Central and Eastern Europe. Andriy successfully accomplished training and consulting projects in companies like JT International, Electrolux, Danfoss, Golder Electronics and TermoHit. He is a member of the Chartered Institute of Credit Management. Andriy constantly invited as speaker and panelist on credit industry conferences. he is the author of publications on credit management including the book «Happy Customers Faster Cash» Eastern Europe edition.

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ABOUT CREDITINFO ACADEMY

Creditinfo Academy, part of Creditinfo Group, was introduced to promote education and training in the area of credit bureaus, credit risk management and financial literacy.

Creditinfo Academy is a skills development and training provider that delivers generic and customized training services.

The focus at Creditinfo Academy is to provide training for clients wanting to develop their skills to improve operational efficiency and overall business performance; as well as train consumers and assist public sector in their quest for financial inclusion.

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