

CREDIT RISK MANAGEMENT

A Holistic Approach to Managing Credit Risk in Volatile Times

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Who Will Benefit

- Board of Directors
- Chief Operating Officers
- Credit Managers
- Risk Management Managers
- Internal Auditors
- Credit Controllers
- Regulatory and Compliance Managers
- Recovery Managers
- Fund Managers
- Investment Managers

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Good business cannot operate on cash alone. There is a limit to that. Thus **doing business on credit basis is not an option but the way to move organisation's bottomlines**. There are also many organizations that fold up because of uncollectible credit sales. **How do credit sales become bad and have to be written off?** The main cause of bad credit is that people do not know much about handling risks in the credit. Even if they do know, they may not be able to understand credit risk management in the greater detail, to enable them to apply such knowledge so that they **know how to recognize and manage their credit risk**.

This Course aims to bring the **knowledge of credit processes, and also the fundamentals and tools to manage credit risks in any organisation or in any industry**, because as long as an organisation grants credit to its buyers or traders on a credit basis, the danger of credit risk looms.

To guide corporations to face this challenge, we, at **LSW International** are organising a practical and hands-on 2 days workshop on **Credit Risk Management**.

Participants will learn **how to instill a credit risk management framework in their organization in line with challenging times**.

The two days interactive workshop will be filled with **case studies, group work and practical hands-on sessions** that are lively and full of applicable knowledge. Don't miss out on this opportunity to manage your credit risk and thus take a proactive step in increasing your bottom line.

Key Objectives of the Workshop:

- **Understand** Lending Concepts & Credit Management
- **Review** Issues and Concerns of Credit Risk
- **Know** Your Facts and Figures
- **Familiarize** yourself with the other risk issues surrounding credit Management
- **Set** the Basics Right: Good Credit Practices and Sound Credit Culture
- **Develop** a Frameworks for Lending and Credit Process management
- **Find Out** the Consequence of Poor Credit risk Management
- **Implement** the 7 Building Blocks for credit Risk Management
- **Acquire and Obtain** Tools to Manage and Measure Credit Risk
- **Achieve** Good Credit Risk Management Practices
- **Review** Credit Ratings and Credit risk Migration Analysis
- **Establish** KPIs based on critical success factors

Remember that Credit is Money - Benjamin Franklin