



Training Course

Costing, Pricing and Risks Related to Accounts Receivables & Bad Debts



Course Overview:

This course is intended for Business sector and companies that working in providing works for general services and using of public and governmental utilities. As well as those interested in key major accounting issues such as costing, recovery and risk resulting from receivables and bad debts.

In providing service the cost is usually designed to allow governments and companies to recover providing of Land, Port, public utilities and other services.

Who Should Attend?

- ✓ Finance and Accounting Management Staff
- ✓ Accountants & Financial Analysts
- ✓ Staff Auditors
- ✓ Planning Managers & Staff of Planning Depts.

Course Objectives:

- ✓ To highlight the principles of Costing/Pricing/Cost recovery
- ✓ To highlight cost allocation mechanism/methodology and issues relating to cost recovery.
- ✓ To enhance understanding in risks related to receivable & Bad Debts
- ✓ To highlight the impact of pricing strategies
- ✓ To gain insight of IFRS related to Bad Debts and Provisions
- ✓ To Effectively manage disputed Receivables

Course Outline:

Day One

Costing Recovery Techniques and Cost Allocation Methodology:

- Cost principles: definition and Basic principles of Costing
- Overview and mechanics of cost recovery methods
- Cost recovery –impacts on Financials
- Assigning costs to cost objects
- Recover the cost of Services Provided
- Internal Rate of Returns and Profit Margins
- Economic Parameters for Costing
- Revenue and cost of Services

Day Two

Risks Associated with Long Outstanding Receivables :

- Run credit checks, and prevent late payments
- Accounts Receivable Auditing
- Customer Management
- How to Assess the allowance for doubtful accounts
- Importance of Confirming accounts receivable
- Assess bad debt write-offs



Day Three

Pricing Strategies:

- Models of pricing
- Cost Techniques
- Understanding of Market Pricing
- Benchmarking
- Profitability of the price
- How pricing strategy impacts the consumer's decision
- Price discrimination
- Yield management strategies

Day Four

Discounting Receivables:

- What are 'Accounts Receivable (A/R) Discounted
- Discounting Receivables transactions

Day Five

IFRS Related to Bad Debts

- Provision / Allowance for doubtful debts
- Specific Allowances
- General Allowances
- Avoiding Write Off through better Controls



Training Details:

Course Duration: 5 Days

Pre-Schedule: 31 July to August 4, 2017

Venue: London – Radisson Blu Portman Hotel

Re-Schedule: 6 – 10 November 2017

Venue: Amsterdam - Inntel Hotels Amsterdam Centre

Training Fees Per Person: US \$ 5000