DCM 2004 Credit Risk Analysis & Control

The roots of business success are premised on enhancing shareholder value. The whole essence of understanding credit risk analysis and control of a credit granting business is to enhance shareholder value by boosting revenue through boosting credit sales. This module is to develop skills and understanding of credit risk through enhancing the tools of credit risk management. The module will addresses; Credit risk assessment, credit granting, Credit committees, credit limits, credit risk management, credit risk categorization, credit risk assessment, requirements on risk analysis, determination of credit risk capital, credit risk policy formulation and operationalization, Structuring facilities based on cash cycle, ratio analysis, calculating volatility, financial projections and sensitivity analysis.

DCM 2005 Debtors Management & Tracing

Some organisations use credit terms to attract customers and grow their sales potential. Selling on credit can be a competitive differentiating factor but it requires a sound debt collections function. Credit control is a vital process that establishes controls both pre and post sales otherwise left unchecked exposes the organisation to serious credit risk. Many factors need to be taken into consideration however before entering into any contract for the supply of goods or services to external customers. This course is designed to develop competencies to manage credit customers effectively. The module addresses; Credit Documentantion and Systems, Customer File Management, Debtors Age Analysis, Collections Methods and Strategies, Targets and use of Resources, Methods, Dealing with Problems, Legal procedures and use of third parties.

DCM 3001 Credit Finance & Insurance

Students are expected to learn the concepts and the methods utilized in credit financing and insurance and to apply these concepts and methods to credit risk management. This module attempts to develop skills and understanding of establishing credit support arrangements as way of managing against default or loss of value. The objective is to develop capabilities and skills to establish risk based credit pricing and insurance arrangements. The module addresses; Transfer Pricing, Present Value Pricing, Pricing for Risk, Hire Purchase Interest, interest plus installments, Credit Guarantees, Consumer Credit Insurance, Export Credit Insurance, Lease Hire Rental pricing.

DCM 3002 Structured Finance & Securitisation

Structured Finance and Asset Securitization is one of the most cutting-edge financing and investment technologies and the fastest-growing sector in modern capital markets. Students are expected to learn how the structured finance market works and find out what factors drive this important market and why it is there to stay. This is a comprehensive and non-quantitative yet practical course. The module addresses; structured finance, features of structured finance transactions, bankruptcy, The securitisation process, players involved in securitisation, asset backed securities, special purpose vehicles (SPVs), international securitisation markets, credit enhancement mechanisms (CEMs).

DCM 3004 Credit Litigation and Insolvency

The module will address; Court jurisdiction and procedures (debt payment process and recovery through the courts, decision as to choice of courts, steps and procedures relating to court action), the continuation of actions (termination of actions and default, summary judgment, Injunctions, transfer of proceedings, defenses and counterclaims), enforcement of judgments, Insolvency law, transactions at under value, preferences and extortionate credit bargains, personal insolvency, voluntary arrangements, rights of creditors, bankruptcy, petitions, the trustee, debtor assets, proceedings affecting the estate, discharge, corporate and partnership insolvency, liquidation, etc.

DCM 3005 Credit Policy and Standards

The essence of credit policy and standards of a credit granting business is have a framework and guidelines that provides for board and senior management oversight over credit advancement and management. This promotes credit performance. This module attempts to develop skills and understanding of credit policy and standards through enhancing the tools of crafting and implementing a uniform credit policy and credit standards. The module will address; importance of policy and standards, policy and standards development, credit policy framework and contents, credit standards, other sub policies to consider, credit authority and procedures, levels of authority, Individual authority, dual signatures and authorisation, credit committees and responsibilities of the EXCO and the board.

DCM 4001 Work-Related Research Project

The course aims to equip candidates with research skills applicable in the business arena. These will include development of research proposals having fully defined the research problem; establish research objectives, quantitative and qualitative approaches to business research and respective data techniques. Candidates will produce a practical business research project write of 8 000 – 12 000 words. The research report shall be submitted in two copies and a soft copy on CD.

EXECUTIVE DIPLOMA

CREDIT MANAGEMENT

CCI INTERNATIONAL BUSINESS SCHOOL

Affiliate College of the National University of Science & Technology
Registered with the Ministry of Higher and Tertiary Education

National University Of Science & Technology

Introduction

The programme is designed for professional credit management, business risk management specialists who are interested in significantly advancing their careers in the area of credit management. The programme is essentially intended to increase awareness and capability to improve credit origination, administration and performance of the business. As the economy adapts to the competitive pressures of the regional and global economy. Areas of study include: credit evaluation and modeling, credit risk analysis and credit law and litigation management, credit policy and standards, financial analytics and creative accounting. The course will meet the needs of those professionals across the credit function with technical and supervisory skills.

Objectives of the Programme

- To equip students in the private and public sectors with effective credit management skills and knowlledge.
- To develop competencies in practitioners in credit management to originate, and administer credit portfolios of their businesses.
- To encourage a culture of relationship and risk based credit management in Zimbabwe so as to contain the effects of credit deterioration and default.
- To highlight the role of information management and analytics in credit management.
- To promote career development in credit management and related organisational facets.

Entry Qualifications

- At least 5 'O' Levels at grade C or better inclusive of English and mathematics. However, candidates who do not have O; Level mathematics can apply and shall be required to successfully complete a compulsory mathematics access course (Quantitative Methods CQM 1100) before commencement of the programme.
- A minimum of two years' relevant work experience.
- Higher qualification will be an added advantage.

Duration of Programme

The programme consisting of coursework shall normally be completed over 24 months in an intensive part-time basis (week-ends).

Course Synopsis

DCM 1001 Business Communication

The aim of this module is to address the need for a Business Executive to be knowledgeable and competent in dealing with the communication challenges faced by today's organisation. To achieve in the business world today one have to be able to communicate well. Oral communication and report writing are central to decision making in organisations. This module aims to rescue executives who often struggle with their communication skills to achieve the right impact. The module will address the following issues; Communication Theory, Communication in an Organisation, Written Communication, Messages, Oral Communication, Meetings, Graphic Communication, Audio and Visual Aids.

DCM 1002 Quantitative Methods

This course is a study of quantitative methods and approaches in organization. The objective of the course is to familiarize the student with advanced quantitative approaches and mathematical optimization techniques used to address managerial and industrial problems. Students will understand and apply the basics of descriptive statistics and inferential statistics to improve or enhance the decisions they make in business. This module will address; Collection and presentation of numerical information, Data Description, Business Calculations, Correlation and regression analysis, Probability, Linear Programming: Assumptions Graphical , Sampling, Index Numbers, Time Series Analysis.

DCM 1003 Business Analysis & Strategy

The roots of business are premised on value creation and success hinges on the ability to create superior value for stakeholders. Businesses do not operate in a vacuum and they compete for markets. The whole essence of analysis and understanding of the operating business environment (broadly micro and macro) is to place the business at a strategic advantage over its competitors to deliver superior value. This module attempts to develop skills and understanding of the variables (either internal or external) that militate against and also those that facilitate value creation. The objective being to exploit those factors that support value creation and working around those with adverse impact. The module addresses; Strategic planning process, Strategic analysis, Strategic review, Strategic refocusing, Business planning, Operational and functional planning, Credit management framework.

DCM 1004 Credit Informatics & Support Systems

The course seeks to develop skills in the field of credit information support systems. The whole essence of understanding credit information support systems is to enhance business performance by reducing the impact of credit risk taking activities in an organisation. This module attempts to develop skills and understanding of credit information support systems. The module will address; Credit data sources, Data processing, Value of information, Credit information systems, Information management and decision making, Credit analysis and reporting and contemporary credit information systems.

DCM 1005 Financial Statements Analysis & Creative Accounting

The course seeks to develop skills in the field of Financial Statements Analysis & Creative Accounting. The whole essence of understanding Financial Statements Analysis & Creative Accounting is to enhance the skill and understanding of credit risk personnel to enhance business performance by reducing the impact of credit risk taking activities in an organisation. This module attempts to develop skills and understanding of Financial Statements Analysis and detecting creative accounting in financial statements. The module will address; Income statement; balance sheet; cash flow statement, Characteristics of financial statements, Qualitative characteristics of financial statements, Related Accounting Conventions (concepts), Measurement bases, Analysis of financial statements, Types of comparison, Ratio analysis, Earnings and share analysis and Creative accounting.

DCM 2001 Credit Evaluation & Modeling

The course seeks to develop skills in the field of credit evaluation, analysis and modelling. The whole essence of understanding evaluation is to enhance shareholder value by reducing the impact of credit risk taking activities in an organisation. This module attempts to develop skills and understanding of credit analysis, evaluation and scoring to enhance the credit decision making and management of credit performance. The module will address; credit quantification, Verification and initial analysis, Detailed (Camels, Argenti, Discriminant analysis, Porter's 5 Forces and Ratio Analysis etc), Credit scoring, and Credit modeling.

DCM 2002 Credit Management Law

The module seeks to develop in depth understanding of those aspects of company, consumer and individual law, which directly affect the credit management function. This is to enable working practices to be viewed within the legal framework and to develop higher level of skills that would enable appropriate legal responses to credit management problems. The module addresses; Credit aspects of company law, Partnership , The law governing consumer credit, The making of agreements, Withdrawal and cancellation, Creditor's responsibilities, Default, termination and repossession, Judicial control, Rebates for early settlement, Licensing, Ancillary credit business, Hire Purchase, "Refinancing" hire purchase transactions, Block discounting, Relationship between finance houses and dealer, Data protection , Miscellaneous legislative items such as the In-duplum rule.

DCM 2003 Credit Relationship Management

The course seeks to develop an effective professional in the field of Credit Relationship Management. The whole essence of understanding Credit Relationship Management is to enhance shareholder value by boosting revenue through boosting credit sales. This module attempts to develop skills and understanding of Credit Relationship Management through enhancing the tools of crafting and implementing a uniform credit relationship management programme. The module will address; Relationship approach to business, Relationship development life cycle, Critical aspects of the credit cycle, Customer value management, Customer migration analysis, Internal relationship dynamics & management, Credit relationship management tool kit, Turning delinquent debtors into profitable business and Strategies and remedial management.