MERCURY

Effective Accounts Receivable Management (ARM)

22 – 26 November 2026
Muscat (Oman)



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Effective Accounts Receivable Management (ARM)

Ref: 15385_1063479 **Date:** 22 – 26 November 2026 **Location:** Muscat (Oman) **Fees:** 5500 Euro

Introduction:

This effective accounts receivable management ARM training course focuses on the critical component of a firm's financial management: accounts receivable. In simple terms, accounts receivable management encompasses the strategies, methods, and processes employed to oversee monies owed by clients to a company for products or services rendered on credit.

This effective accounts receivable management ARM course aims to provide a thorough grasp of ARM. It will cover the core principles, practical techniques, and advanced solutions that constitute best practices in the field.

Discuss the value of obtaining certification in accounts receivable management and how it underscores the professional standards and expertise in the field. The importance and benefits of effective accounts receivable management elaborate on the countless benefits of applying effective accounts receivable management techniques, including enhancing financial stability and customer satisfaction.

Targeted Groups:

This effective accounts receivable management ARM course will benefit finance and accounting professionals, credit managers, and anyone managing a company's accounts receivable function.

Course Objectives:

By the end of this effective accounts receivable management ARM course, participants will be able to:

- Grasp the essential role of accounts receivable management in maintaining the financial stability of an organization.
- Adopt best practices to manage and control accounts receivable efficiently.
- Implement monitoring and analytical tools to identify emerging problems and swiftly initiate corrective measures.
- Comprehend the profound implications of accounts receivable on a company's financial condition.
- Formulate and institute an optimal accounts receivable strategy tailored to the needs of their organization.

Targeted Competencies

Participants in this effective accounts receivable management ARM training will refine competencies in:

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- Financial analysis and informed decision-making.
- Advanced risk management tactics.
- Effective communication and collaboration strategies.
- Time management for optimal workflows.
- Strategic and analytical thinking directed toward financial excellence.

Course Content:

Unit 1: Understanding Accounts Receivable Management

- A precise definition of accounts receivable and its significance in modern financial operations.
- Introduction to the core concepts of ARM accounts receivable management.
- Exploration of the industry standards in accounts receivable metrics and the key performance indicators KPIs are crucial for achieving excellent performance.

Unit 2: Best Practices for Accounts Receivable Management:

- Establishing transparent and stringent credit policies and procedures.
- Streamlining the invoicing and payment process for rapid turnover.
- Effective collections management is a vital component of ARM.
- Maintaining robust customer relationships within the framework of accounts receivable management.

Unit 3: The Art of Monitoring and Analyzing Accounts Receivable:

- Leveraging aging reports for detailed analysis and strategic action.
- Projecting cash flows to manage receivables more effectively.
- Techniques for minimizing bad debt and optimizing revenue preservation.
- Reporting accounts receivable performance to stakeholders with clarity and precision.

Unit 4: Exploring the Impact of Accounts Receivable on Financial Health:

- Mastery of cash flow management techniques within the accounts receivable domain.
- Strategies for optimized working capital management.
- In-depth analysis of balance sheet and income statement elements related to accounts receivable.

Unit 5: Formulating an Effective Accounts Receivable Strategy:

- Setting measurable goals and performance metrics that align with corporate objectives.
- Improving existing processes and examining the potential for automation in accounts receivable management.
- Identifying the right technology and software solutions to support accounts receivable handling.
- Navigating the challenges of change management and achieving stakeholder buy-in for new accounts receivable policies and practices.