



## MODULE SPECIFICATION

Part 1: Information			
Module Title	Credit Management: Theory and Practice		
Module Code	UMAD5N-15-2	Level	Level 5
For implementation from	2020-21		
UWE Credit Rating	15	ECTS Credit Rating	7.5
Faculty	Faculty of Business & Law	Field	Accounting and Finance
Department	FBL Dept of Accounting Economics & Finance		
Module Type:	Standard		
Pre-requisites	None		
Excluded Combinations	None		
Co-requisites	None		
Module Entry Requirements	None		
PSRB Requirements	None		

Part 2: Description
<p><b>Educational Aims:</b> In addition to the Learning Outcomes the educational experience may explore, develop, and practise the following:</p> <p>Communication of information, ideas, arguments, concepts, theories and development of an argument in a clearly and effectively organised essay or report.</p> <p>Use of IT and computer skills in the identification of source material, capture and manipulation of data and support of research.</p> <p>Planning and undertaking tasks, developing criteria to evaluate performance and seeking and making use of feedback.</p> <p>Reflection on the integration of credit theory into practice and development of critical skills needed for efficient credit professionals.</p> <p><b>Outline Syllabus:</b> The theory, nature and related costs and benefits of Credit Management.</p> <p>(Economics of credit, Trade, Export and Consumer Credit, Costs and benefits of Credit Management).</p> <p>Credit Terms, Products and Services (according to customer type, mechanics of credit products in trade,</p>

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export and consumer credit, importance of customer identification for credit purposes).

Key Factors affecting choice of Credit Policy (influence of Credit Policy as an investment tool, Credit Policy to promote sales growth, as a bargaining tool).

Incentives offered to customers to increase sales (impact on credit management).

Credit Assessment (importance of cash flow, financial and non-financial analysis of different types of customers, working capital considerations).

Incentives and promotional forms of credit (types of customers and classification, handling large account customers, trade and customer relationships).

Credit Performance Measures and Reporting (importance of credit performance measures, key ratios, ledger and customer management).

Analysing and reporting KPIs of the credit function (collection policies, management of in-house collections, use of third parties, bad debt policies, factoring, outsourcing and shared service centres, credit risk mitigation).

Legal aspects of Credit Management (consumer and commercial Law, developments in the regulatory framework).

Importance of Current Issues in Credit Management in today's business environment (costs and implications in using services to buyer and seller, competitive advantage and perceptions, opportunities and threats to credit management, Globalisation of the credit function).

Efficient credit management (delegation and empowerment of credit staff and training opportunities).

**Teaching and Learning Methods:** Contact hours/Scheduled hours: 12 weeks, 3 hours per week: 36

Real-life, practical examples will be introduced to help engage the students in credit analysis and the management of credit. Students will be encouraged to approach the issues from a variety of different angles. Lectures will be backed up with hand-outs for all the material covered. Students will be encouraged to participate and share any practical experiences so that the class as a whole benefits from the collective experience.

The emphasis is on providing a structured learning environment within which the student can develop an understanding of, and skills within, the subject area of credit management. In particular, the focus is on supporting students in the development of skills that will enable them to become progressively more independent learners during the year. Students, in addition to the scheduled contact hours, should engage with essential reading, assignment preparation and completion.

Students will be directed towards the University Library online Study Skills resources for the development of skills appropriate to the level and style of the module. Students will be directed on how the resources on this site should be used to develop the skills that will underpin their studies in the module handbook and/or via Blackboard:

(<http://www.uwe.ac.uk/library/resources/hub/>)

Independent Study includes, but is not necessarily restricted to, engaging in essential reading, workshop preparation, contribution to online discussion, development of academic and generic skills, assignment preparation and completion and examination preparation.

### Part 3: Assessment

The assessment will facilitate a holistic and detailed coverage of the module content and allow students to apply corporate finance theory.

Summative assessment consists of a single component:

Component A (100%) - The students will need to complete a individual 2,000 work assignment, the assignment

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will be based on a topical credit management issue. It will require students to conduct research into both academic article and trade based report.

First Sit Components	Final Assessment	Element weighting	Description
Written Assignment - Component A		100 %	Individual 2,000 word assignment
Resit Components	Final Assessment	Element weighting	Description
Written Assignment - Component A		100 %	Essay (2000 words)

### Part 4: Teaching and Learning Methods

Learning Outcomes	On successful completion of this module students will achieve the following learning outcomes:	
	<b>Module Learning Outcomes</b>	<b>Reference</b>
	Explain the nature of strategic credit planning; the structure of organisations' credit function and the role of credit manager.	MO1
	Design an efficient credit policy in the context of a firm's mission, identify and compare and contrast different credit activities in companies' core areas.	MO2
	Calculate the cost of credit and the effect of extending credit on business performance, with a focus on profitability and liquidity.	MO3
	Discuss the decision behind vertical integration versus outsourcing the credit function within an organisation.	MO4
	Describe the different policies and practices and the credit process from granting credit to the payment of an invoice.	MO5
	Evaluate different credit assessment techniques and classify customers into risk categories using appropriate conventional techniques.	MO6
	Interpret and analyse debtors' levels in the balance sheet.	MO7
	Collect credit data and produce relevant credit information for use by management within a variety of organisational environments.	MO8
	Create basic models for use within credit management and identify the underlying assumptions of conventional techniques and processes.	MO9
	Research a topical issue in credit management and develop appropriate credit policies.	MO10
	Critically evaluate and analyse credit management practices in a real-life context.	MO11
Contact Hours	<b>Independent Study Hours:</b>	
	Independent study/self-guided study	114
	<b>Total Independent Study Hours:</b>	114
	<b>Scheduled Learning and Teaching Hours:</b>	
	Face-to-face learning	36
	<b>Total Scheduled Learning and Teaching Hours:</b>	36
	<b>Hours to be allocated</b>	150

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	<b>Allocated Hours</b>	150
Reading List	<p><i>The reading list for this module can be accessed via the following link:</i></p> <p><a href="https://uwe.rl.talis.com/modules/umad5n-15-2.html">https://uwe.rl.talis.com/modules/umad5n-15-2.html</a></p>	

<b>Part 5: Contributes Towards</b>	
<p>This module contributes towards the following programmes of study:</p> <p>Business Management with Accounting and Finance {Top-Up} [Sep][SW][Frenchay][3yrs] BA (Hons) 2020-21</p> <p>Business Management with Accounting and Finance [Sep][FT][Frenchay][2yrs] BA (Hons) 2020-21</p> <p>Accounting and Finance [Sep][SW][Frenchay][4yrs] BA (Hons) 2019-20</p> <p>Accounting [Sep][SW][Frenchay][4yrs] BSc (Hons) 2019-20</p> <p>Business Management with Accounting and Finance [Sep][FT][Frenchay][3yrs] BA (Hons) 2019-20</p> <p>Business Management with Accounting and Finance [Sep][SW][Frenchay][4yrs] BA (Hons) 2019-20</p> <p>Banking and Finance [Sep][FT][Frenchay][3yrs] BA (Hons) 2019-20</p> <p>Accounting and Finance [Sep][SW][Frenchay][4yrs] BA (Hons) 2019-20</p> <p>Accounting and Finance {Dual} [Aug][FT][Taylors][3yrs] BA (Hons) 2019-20</p> <p>Accounting and Finance {Dual} [Mar][FT][Taylors][3yrs] BA (Hons) 2019-20</p> <p>Banking and Finance [Sep][SW][Frenchay][4yrs] BA (Hons) 2019-20</p> <p>Banking and Finance {Dual} [Aug][FT][Taylors][3yrs] BA (Hons) 2019-20</p> <p>Banking and Finance {Dual} [Mar][FT][Taylors][3yrs] BA (Hons) 2019-20</p> <p>Banking and Finance [Sep][FT][NEU][3yrs] BA (Hons) 2019-20</p> <p>Accounting and Finance [Sep][FT][Frenchay][3yrs] BA (Hons) 2019-20</p> <p>Accounting [Sep][FT][Frenchay][3yrs] BSc (Hons) 2019-20</p> <p>Accounting and Finance [Sep][SW][Villa][4yrs] BSc (Hons) 2019-20</p> <p>Accounting and Finance [Jan][SW][Villa][4yrs] BSc (Hons) 2019-20</p> <p>Accounting and Finance [May][SW][Villa][4yrs] BSc (Hons) 2019-20</p> <p>Accounting and Finance [Sep][FT][Villa][3yrs] BSc (Hons) 2019-20</p> <p>Accounting and Finance [Jan][FT][Villa][3yrs] BSc (Hons) 2019-20</p> <p>Accounting and Finance [May][FT][Villa][3yrs] BSc (Hons) 2019-20</p> <p>International Business Management [Sep][FT][Frenchay][3yrs] BA (Hons) 2019-20</p> <p>Business and Management [Sep][SW][Frenchay][4yrs] BA (Hons) 2019-20</p> <p>Business Administration [Jan][FT][Northshore][3yrs] BSc (Hons) 2019-20</p> <p>Business and Management [Jan][SW][Villa][4yrs] BA (Hons) 2019-20</p> <p>Business and Management [May][SW][Villa][4yrs] BA (Hons) 2019-20</p> <p>Business and Management [Sep][SW][Villa][4yrs] BA (Hons) 2019-20</p> <p>Business and Management [Jan][FT][Villa][3yrs] BA (Hons) 2019-20</p> <p>Business and Management [May][FT][Villa][3yrs] BA (Hons) 2019-20</p> <p>Business and Management [Sep][FT][Villa][3yrs] BA (Hons) 2019-20</p> <p>Business and Management [Jan][FT][Frenchay][3yrs] BA (Hons) 2019-20</p> <p>Business Administration [Jan][SW][Northshore][4yrs] BSc (Hons) 2019-20</p>	

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Business and Management [Sep][FT][Frenchay][3yrs] BA (Hons) 2019-20  
International Business Management {Dual} [Aug][FT][Taylors][3yrs] BA (Hons) 2019-20  
International Business Management {Dual} [Mar][FT][Taylors][3yrs] BA (Hons) 2019-20  
International Business Management {Dual} [Sep][FT][Frenchay][3yrs] BA (Hons) 2019-20  
International Business Management [Sep][FT][NEU][3yrs] BA (Hons) 2019-20  
International Business Management {Split Delivery} [Sep][FT][Frenchay][3yrs] BA (Hons) 2019-20  
Business Management with Law [Sep][FT][Frenchay][3yrs] BA (Hons) 2019-20  
Business and Law [Sep][FT][Frenchay][3yrs] BA (Hons) 2019-20  
Business Management with Law [Sep][SW][Frenchay][4yrs] BA (Hons) 2019-20  
Business and Law [Sep][SW][Frenchay][4yrs] BA (Hons) 2019-20  
Accounting and Finance [Sep][FT][Frenchay][3yrs] BA (Hons) 2019-20  
Accounting and Finance {Foundation} [Sep][FT][Frenchay][4yrs] BA (Hons) 2018-19  
Business Management with Accounting and Finance {Foundation} [Sep][SW][Frenchay][5yrs] BA (Hons) 2018-19  
Business Management with Accounting and Finance {Foundation} [Sep][FT][Frenchay][4yrs] BA (Hons) 2018-19  
Business Management with Law {Foundation} [Sep][SW][Frenchay][5yrs] BA (Hons) 2018-19  
Business Management with Law {Foundation} [Sep][FT][Frenchay][4yrs] BA (Hons) 2018-19  
Business and Law {Foundation} [Sep][SW][Frenchay][5yrs] BA (Hons) 2018-19  
Accounting and Finance {Foundation} [Sep][SW][Frenchay][5yrs] BA (Hons) 2018-19  
Business and Law {Foundation} [Sep][FT][Frenchay][4yrs] BA (Hons) 2018-19  
Banking and Finance {Foundation} [Sep][FT][Frenchay][4yrs] BA (Hons) 2018-19  
Banking and Finance {Foundation} [Sep][SW][Frenchay][5yrs] BA (Hons) 2018-19  
Business and Management {Foundation} [Sep][SW][Frenchay][5yrs] BA (Hons) 2018-19  
Business and Management {Foundation} [Sep][FT][Frenchay][4yrs] BA (Hons) 2018-19