



## **Module Specification**

### **Credit Management: Theory and Practice**

Version: 2023-24, v3.0, 24 Mar 2023

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## Part 1: Information

**Module title:** Credit Management: Theory and Practice

**Module code:** UMAD5N-15-2

**Level:** Level 5

**For implementation from:** 2023-24

**UWE credit rating:** 15

**ECTS credit rating:** 7.5

**Faculty:** Faculty of Business & Law

**Department:** FBL Dept of Accounting Economics & Finance

**Partner institutions:** None

**Delivery locations:** Not in use for Modules

**Field:** Accounting and Finance

**Module type:** Module

**Pre-requisites:** None

**Excluded combinations:** None

**Co-requisites:** None

**Continuing professional development:** No

**Professional, statutory or regulatory body requirements:** None

## Part 2: Description

**Overview:** Not applicable

**Features:** Not applicable

**Educational aims:** In addition to the Learning Outcomes the educational experience may explore, develop, and practise the following:

Communication of information, ideas, arguments, concepts, theories and development of an argument in a clearly and effectively organised essay or report.

Use of IT and computer skills in the identification of source material, capture and manipulation of data and support of research.

Planning and undertaking tasks, developing criteria to evaluate performance and seeking and making use of feedback.

Reflection on the integration of credit theory into practice and development of critical skills needed for efficient credit professionals.

**Outline syllabus:** The theory, nature and related costs and benefits of Credit Management.

(Economics of credit, Trade, Export and Consumer Credit, Costs and benefits of Credit Management).

Credit Terms, Products and Services (according to customer type, mechanics of credit products in trade, 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).

### **Part 3: Teaching and learning methods**

**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.

**Module Learning outcomes:** On successful completion of this module students will achieve the following learning outcomes.

**MO1** Explain the nature of strategic credit planning; the structure of organisations' credit function and the role of credit manager.

**MO2** 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.

**MO3** Calculate the cost of credit and the effect of extending credit on business performance, with a focus on profitability and liquidity.

**MO4** Discuss the decision behind vertical integration versus outsourcing the credit function within an organisation.

**MO5** Describe the different policies and practices and the credit process from granting credit to the payment of an invoice.

**MO6** Evaluate different credit assessment techniques and classify customers into risk categories using appropriate conventional techniques.

**MO7** Interpret and analyse debtors' levels in the balance sheet.

**MO8** Collect credit data and produce relevant credit information for use by management within a variety of organisational environments.

**MO9** Create basic models for use within credit management and identify the underlying assumptions of conventional techniques and processes.

**MO10** Research a topical issue in credit management and develop appropriate credit policies.

**MO11** Critically evaluate and analyse credit management practices in a real-life context.

**Hours to be allocated:** 150

**Contact hours:**

Independent study/self-guided study = 114 hours

Face-to-face learning = 36 hours

Total = 150

**Reading list:** The reading list for this module can be accessed at [readinglists.uwe.ac.uk](https://uwe.rl.talis.com/modules/umad5n-15-2.html) via the following link <https://uwe.rl.talis.com/modules/umad5n-15-2.html>

## **Part 4: Assessment**

**Assessment strategy:** 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:

Task (100%) - The students will need to complete a individual 2,000 work assignment, the assignment will be based on a topical credit management issue. It will require students to conduct research into both academic article and trade based report.

**Assessment components:**

**Written Assignment** (First Sit)

Description: Individual 2,000 word assignment

Weighting: 100 %

Final assessment: No

Group work: No

Learning outcomes tested: MO1, MO10, MO11, MO2, MO3, MO4, MO5, MO6, MO7, MO8, MO9

**Written Assignment (Resit)**

Description: Individual 2,000 word assignment

Weighting: 100 %

Final assessment: No

Group work: No

Learning outcomes tested:

**Part 5: Contributes towards**

This module contributes towards the following programmes of study:

Accounting and Finance {Dual} [Taylors] BA (Hons) 2022-23

Business and Management [Frenchay] BA (Hons) 2022-23

Business and Management [Villa] BA (Hons) 2022-23

Accounting and Finance [Frenchay] BA (Hons) 2022-23

Accounting and Finance [Villa] BSc (Hons) 2022-23

Accounting [Frenchay] BSc (Hons) 2022-23

Banking and Finance [Frenchay] BSc (Hons) 2022-23

Business and Law [Frenchay] BA (Hons) 2022-23

Business and Management [Sep][FT][Frenchay][3yrs] BA (Hons) 2022-23

International Business Management {Dual} [Mar][FT][Taylors][3yrs] BA (Hons) 2022-23

International Business Management {Dual} [Aug][FT][Taylors][3yrs] BA (Hons) 2022-23

Business Management with Accounting and Finance [Sep][FT][Frenchay][3yrs] BA (Hons) 2022-23

International Business Management [Frenchay] BA (Hons) 2022-23

International Business Management {Split Delivery} [Frenchay] BA (Hons) 2022-23

Accounting and Business Management [Sep][FT][Frenchay][3yrs] BA (Hons) 2022-23

Accounting and Business Management [Sep][SW][Frenchay][4yrs] BA (Hons) 2022-23

International Business Management {Dual} [Taylors] BA (Hons) 2022-23

Accounting {Foundation} [Sep][FT][Frenchay][4yrs] BSc (Hons) 2021-22

Banking and Finance {Foundation} [Sep][FT][Frenchay][4yrs] BSc (Hons) 2021-22

Banking and Finance {Foundation} [Sep][SW][Frenchay][5yrs] BSc (Hons) 2021-22

Business and Management {Foundation} [Sep][FT][Frenchay][4yrs] BA (Hons) 2021-22

Business and Management {Foundation} [Sep][SW][Frenchay][5yrs] BA (Hons) 2021-22

Business Management with Accounting and Finance {Foundation} [Sep][FT][Frenchay][4yrs] BA (Hons) 2021-22

Business Management with Accounting and Finance {Foundation} [Sep][SW][Frenchay][5yrs] BA (Hons) 2021-22

Accounting {Foundation} [Sep][SW][Frenchay][5yrs] BSc (Hons) 2021-22

Business and Law {Foundation} [Sep][SW][Frenchay][5yrs] BA (Hons) 2021-22

Business and Law {Foundation} [Sep][FT][Frenchay][4yrs] BA (Hons) 2021-22

Accounting and Business Management {Foundation} [Sep][SW][Frenchay][5yrs] BA (Hons) 2021-22

Accounting and Business Management {Foundation} [Sep][FT][Frenchay][4yrs] BA (Hons) 2021-22

Accounting and Finance {Foundation} [Sep][SW][Frenchay][5yrs] BA (Hons) 2021-22



Accounting and Finance {Foundation} [Sep][FT][Frenchay][4yrs] BA (Hons) 2021-22