

Collections Mini Degree

Advance your collections negotiation skills with this mini degree to make informed decisions, manage debt recovery & stand out in this competitive industry.

Duration: 5 Hours | 100% Online | Certificate and Badge



What to Expect from Highako Mini Degree

- 100% Online**
Enjoy learning from home without a strict schedule. You get to set your own pace.
- Best-in-Class Instructors**
Learn useful strategies and techniques explained by leading experts in the credit industry.
- Certificate & Badge**
Get an official Certificate and Badge on Successfully Completing this Certification
- Duration: 4-5 Hours**
You can complete this certification in 4-5 hours
- 1 on 1 with Instructor**
Get a chance to have a 1 on 1 doubt clearing session with our instructors
- Actionable Downloads & Templates**
Get access to downloadable assets like calculators and templates



Here's a list of the entire Course Curriculum:

- 1. Collections as an A/R Process**
 - Collections 101
- 2. Customer Segmentation and Worklist Prioritization**
 - Maximise Efficiency with Collections Segmentations
- 3. Customer Call Negotiations**
 - Effective Collection Calls Listening Best Practices
 - Win-Win Collection Call Negotiations Techniques and Strategies
 - Handling Deceptive Customers During Collections Call Negotiation
- 4. Customer Correspondence**
 - Collections Correspondence Best Practices and Guidelines
 - Best Performing Email Templates
- 5. Collection Laws**
 - Introduction to Fair Debt Collections Practices Act
 - How to Handle Collections for Bankrupt Customers
- 6. Collection KPIs and Metrics**
 - Essential Metrics to Track Your Collection Performance
 - Cost vs Value: Collection Department in the Eyes of CFO
- 7. Day in a Life of a Modern Collector**
 - Day in a Life of a Modern Collector
 - Final Quiz



What's included:

After taking this mini-degree, you will get access to:

- What you will get:
- 7 Modules
 - Learn from the Experts
 - Hands-on Training
 - Assessments
 - 5 Hours Content
 - Official Certification & Badge

Here's what our customers have to say about Highako and our mini-degrees:

"Highako is a great option for professionals continuing education. I suggest everyone in credit to give it a try to see if it's right for you"

Jon Flora
President of NACM Credit Services

"I have a dynamic team with varying experience levels, but we were all able to receive a from the skill-based programs available through Highako Academy"

Carrie Brattle
Accounts Receivable & Trade Manager, Darigold

"With job-specific skills and professional certifications, Highako is a one-stop training platforms for all credit teams"

Joy Krugel
Credit Manager, Johnsonville LLC

After taking this mini-degree, you will be able to:

- Select the right segmentation and prioritization for your customers
- Accurate debt recovery without straining customer relations
- Learn important collection laws and track your performance metrics
- Learn to use modern technology as your co-pilot to automate daily collections operations



Gain an Industry-Recognized Mini-Degree



Highako Certified Skill Badge is a great way to showcase your achievement to peers and potential employers by adding the skill badge to your LinkedIn profile.

Need help to convince your manager to pay for your training?

We've got you covered! [Click here for a pitch](#)

[Get Certified](#)

Credit Mini Degree

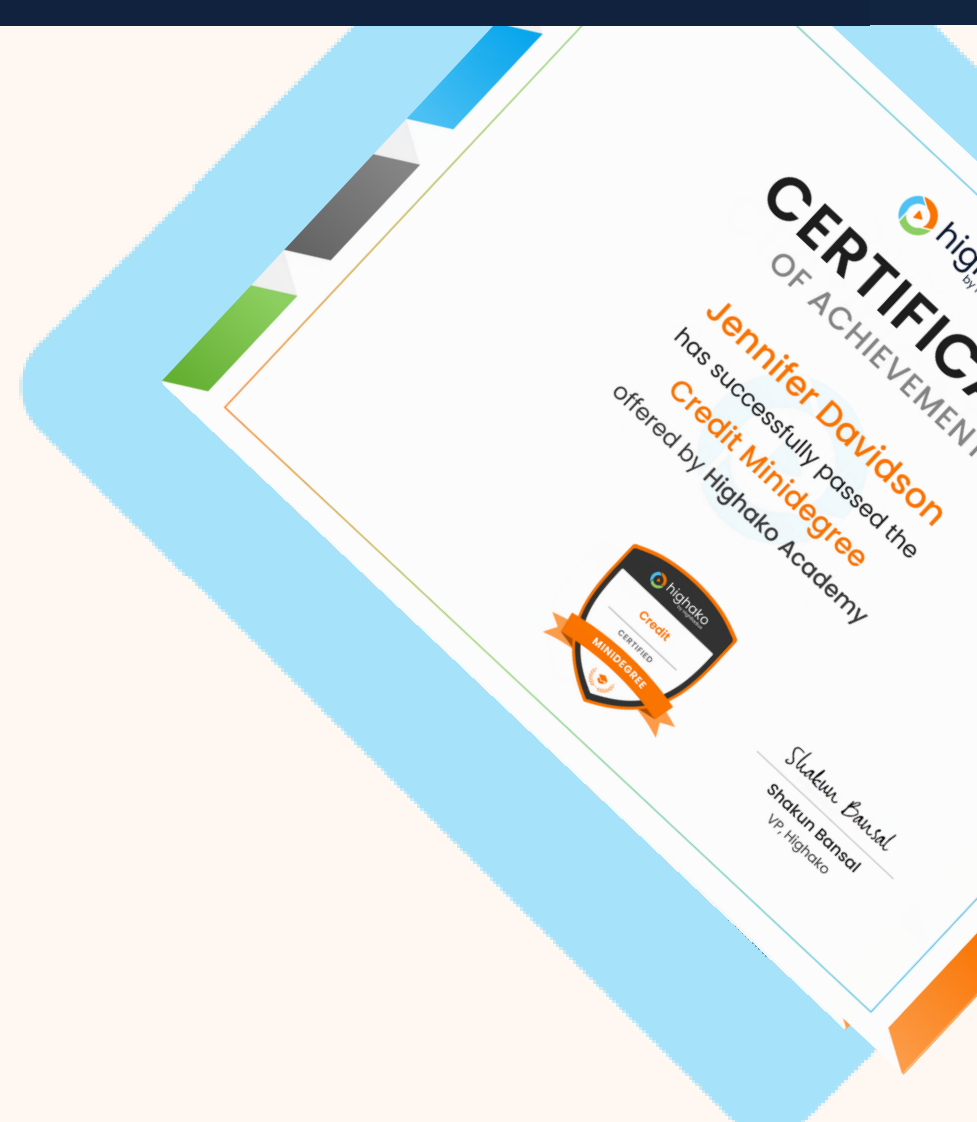
Master your credit analysis skills with this foundational certificate and make informed lending decisions, manage credit risk effectively, & accelerate your credit underwriting process.

Duration: 5 Hours | 100% Online | Certificate and Badge



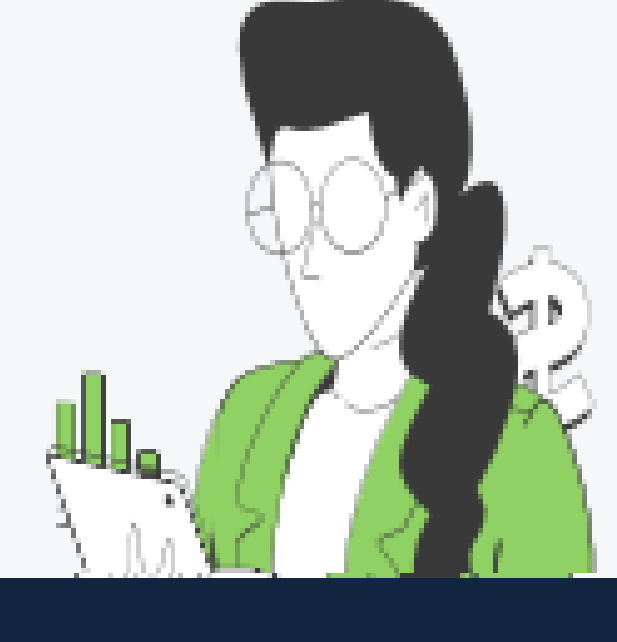
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Here's a list of the entire Course Curriculum:

- 1. Credit as an A/R Process**
 - Credit 101
- 2. Customer Creditworthiness Assessment**
 - Business Credit Application
 - Industry Credit Report Assessment
 - Financial Statement Analysis
- 3. Customer Service and Stakeholder Management**
 - Credit X Sales: Driving Profitable Business
 - Customer Visit Best Practices for Trade Creditors
- 4. Credit KPI and Metrics**
 - Essential Metrics To Track Performance
 - Guide to Current Expected Credit Losses
 - Cost vs Value: Credit Department in the Eyes of CFO
- 5. Must Known Credit Laws**
 - Guide to Equal Credit Opportunity Act
 - Guide to Antitrust Laws
- 6. Day in a Life of a Modern Creditor**
 - Day in a Life of a Modern Creditor
 - Final QUIZ



What's included:

After taking this mini-degree, you will get access to:

- What you will get:
- 6 Modules
 - Learn from the Experts
 - Hands-on Training
 - Assessments
 - 5 Hours Content
 - Official Certification & Badge

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Accounts Receivable & Trade Manager, Darigold

"With job-specific skills and professional certifications, Highako is a one-stop training platforms for all credit teams"

Jay Krugel
Credit Manager, Johnsonville LLC

After taking this mini-degree, you will be able to:

- Design a perfect risk-proof B2B credit application template.
- Master the art of credit risk mitigation with business strategies
- Learn important credit laws and track your performance metrics
- Learn to use modern technology as your co-pilot to automate daily credit operations



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