



SNS College of Technology

Coimbatore - 35



19BAE711 – Working Capital Management

Unit IV - Management of Cash & Receivables

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Design Thinker





Guest the topic

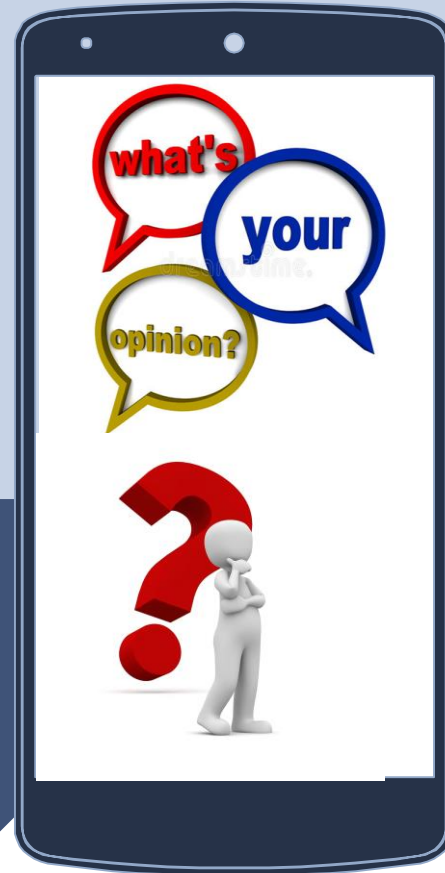




Recall

- Cash Budget
- Components
- Short term vs Long Term
- Benefits





What is Receivables?



Cash Receivables

- Receivable management refers to the planning and monitoring of debt owed to the firm from a customer account.
- Professionals working in finance and accounting departments such as finance managers may use this concept to grow sales and increase profits.





Aspects of Receivables Management

- Credit policy
- Credit analysis





Importance

- Allows evaluation of customer credit ratings
- Helps firms to minimise the investment in receivables
- Helps in optimising sales
- Reduces risk of bad debts
- Maintains efficient cash
- Lowers cost of credit





Scope



- Credit evaluation
- Credit control
- Maximise Profit
- Better competition





Summary

- Cash Receivables
- Aspects of Receivables Mgmt.
- Importance
- Scope

SUMMARY





Assessment

Receivables management helps in optimising sales

True / False

Ans: True





Reference

- <https://in.indeed.com/career-advice/career-development/management-of-receivables>
- <https://tallysolutions.com/accounting/receivable-management/#gref>
- <https://study.com/academy/lesson/receivables-management-definition-purpose.html>



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