



Credit Management Deskbook

By George O Bancroft

Createspace Independent Publishing Platform, United States, 2015. Paperback. Book Condition: New. 203 x 133 mm. Language: English . Brand New Book ***** Print on Demand *****.In areas such as science and mathematics we all accept certain laws as the structure around which we can build and explore. Even in areas as ambiguous as psychology there are certain rules, that the profession, or at least parts of the profession, accept as laws that must be followed in all practical applications. The area of credit and collection is no exception. There are rules that act as laws of action and reaction. If you can find the answers to the six basic questions listed below, you will immediately become more productive as a credit/collector administrator. It doesn't matter if you work in the collection office of a manufacturer, for a bank, or as the person responsible for your own business debts. There are tested, proven laws of success that have been taken and applied to the accounts receivable department. These laws are list in the form of questions you must answer. Take these questions seriously and find the answers to them and you will become more successful -- it's a law.



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