AWARD IN FINANCE FOR MANAGERS

with Certificate of Endorsement by ISM UK

SELF-PACED ONLINE PROFESSIONAL DEVELOPMENT PROGRAMME

REGISTER NOW

Description

Finance for sales managers. In this programme, we will explore ways of measuring the profitability of businesses we need to make sales decisions about, learn how to set and manage a sales budget, investigate bonus systems for sales teams, and discover how to assess creditworthiness of customers. This programme will take you through all these steps, introduce tools and models that can help, and get you thinking about how to do these things effectively in your own business.

Institute of Women in Management - Building competencies for professionals. The Institute of Women in Management (IWM) is a professional education Institute registered under the Company's Act in Sri Lanka. IWIM organizes global certification training and offers exclusive local programs designed by Professionals that meet International Standards.

IWIM offers,

- National and International Certificate, Diploma, Degree and MBA Programs in Sri Lanka and Maldives.
- Conducted corporate workshops.
- National International Academic and Corporate Conferences

ISM Education is recognised by the UK Government's regulator OFQUAL as an awarding organisation to offer qualifications in Sales and Sales Management.Our qualifications combine the practice and principles of sales management to offer universal relevance, whatever sector, organisation or country you work in.

They are based on principles that set out the knowledge, skills, and behaviours expected of competent sales professionals. The programmes are designed to accomodate every potential salesperson along their career path from the earliest stages through to when they are at true exponents of their craft

Learning Outcomes

- Defining Profitability ratios
- Setting sales budget
- Creating budget framework
- Monitoring and controlling performance against sales budgets
- Calculating, setting and managing bonuses
- Assessing credit worthiness and granting credit

Fees

Registration Fee : LKR 3,000

Programme Fee : LKR 30,000

Contact Us

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Programme By ISM RAISING THE VALUE OF SALES

In Collaboration with IMEC EDUCATION GROUP

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