



Credit Risk Management: A Guide to Sound Business Decisions (Hardback)

By H. A. Schaeffer

John Wiley and Sons Ltd, United States, 2000. Hardback. Condition: New. 1. Auflage. Language: English . This book usually ship within 10-15 business days and we will endeavor to dispatch orders quicker than this where possible. Brand New Book. How to decide when to say yes to a credit applicant-without jeopardizing your reputation or your company's bottom line Deciding whether a credit applicant is ultimately creditworthy involves more than just poring over their financial statements-it takes the kind of advice only an experienced credit expert, like Hal Schaeffer, can give. A 28-year veteran of the credit screening process, Schaeffer outlines the nuts-and-bolts of assessing a credit applicant's financial health and ability to make good on a line of credit. In part one's clear, four-part A, B, C, D format (A is for Analysis, B is for Building Essential Business Credit Information, C is for Considering All Factors, and D is for Decision), the author examines a prospective borrower from every angle, using formulas, checklists of what to look for, and available outside information sources (from Dun Bradstreet to the Internet) to get a genuine picture of an applicant's current finances and degree of credit risk. Also outlined...

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