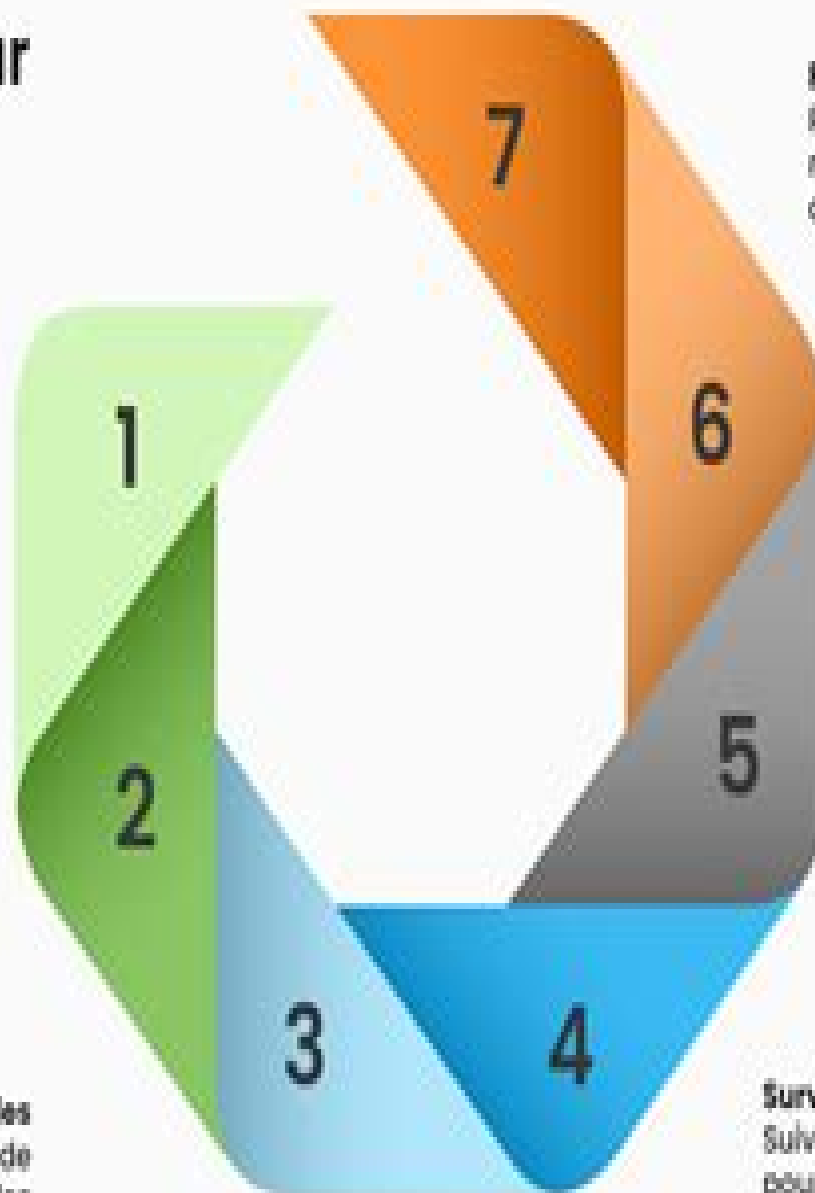


Les 7 étapes pour gérer le risque de crédit

Définir une politique de crédit -
Adapter les conditions de paiement en fonction de la santé financière de chaque client.

Évaluer les demandes -
Analyser l'historique client et établir un score de risque pour fixer des conditions adaptées.

Prendre en compte les notations des agences - Vérifier si le niveau de risque permet d'accorder les conditions exigées par le client.



Faire évoluer les politiques -
Personnaliser les règles de recouvrement et de crédit pour allier sécurité et relation client.

Ajuster la stratégie de crédit -
Adapter les conditions en fonction des habitudes de paiement et de la fiabilité du client.

Accélérer le recouvrement -
Envoyer rapidement les factures et gérer les litiges pour réduire les délais de paiement.

Surveiller régulièrement les comptes -
Suivre les comportements de paiement pour anticiper les risques.

Le Goucirt Du Risque Perspectives

Sebastian Brünink



Le Goucirt Du Risque Perspectives:

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