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Nota di contenuto	pt. 1. The credit management function -- pt. 2. Credit terms and conditions of sale -- pt. 3. Assessing credit risk -- pt. 4. Sales ledger -- pt. 5. Cash collection -- pt. 6. Credit insurance -- pt. 7. Export credit and finance -- pt. 8. Consumer credit -- pt. 9. Commercial credit law -- pt. 10. Credit services.
Sommario/riassunto	This is a single-volume guide for anyone responsible for managing credit, risk and customers. It has been revised to reflect changes in practice and technology and is the set text for the Institute of Credit Management (ICM) examinations.