

## Global Credit Management – an Executive Summary

**Author: Ron Wells**

### Reviews:

There are many books that discuss credit management but do so in the context and language of banking, because credit is the stock-in-trade of banks. In **Global Credit Management**, Ron Wells breaks new ground by examining credit management outside the financial sector, where credit is a 'by-product' of the primary business. He does this by succinctly explaining complex issues and techniques in an accessible and straightforward way.

( Claude Brown, Senior Partner with international commercial law practice Clifford Chance LLP, London )

**Global Credit Management** is an excellent reference for any person involved in Credit Management generally. Although credit management can easily become a complex matter, I found this book easy to read, while conveying the complex issues involved in Credit Management with much clarity, and in a very pragmatic way. I believe this book sums up very well the current best business practices in credit management. My team and myself really enjoyed reading it.

( Noubi Ben Hamida, Trading & Shipping Credit Manager, TOTSA Total Oil Trading SA, Geneva )

Wells has the unique ability to present complicated issues in a light and lively manner, often through the use of theoretical discussions between the credit executive and the CFO, sales, or customers. The book covers topics from the intermediate to advanced level .....

( Mary Schaeffer writing in IOMA's Report on Managing Credit, Receivables & Collections – May 2004 )

... one of the most intelligent and refreshing exposés of the present and future rôle of international credit management that I have read in a long time. **Global Credit Management** represents a very welcome and innovative addition to the small library of quality publications available on international credit and risk management.

( Tim Lane, Director of European Operations, FCIB Corporation, Oxford UK )

This is a tour de force. Wells provides conceptual and technical tools to turn credit management from a menial risk control function into a creative contributor to high-level marketing strategy. This is a vital handbook for all Credit Managers. It is also a wake-up call for CFOs and CEOs.

( Adam Dupre, Managing Director, China Company Research Services Ltd )

I received **Global Credit Management** on Friday and read parts of it during the weekend. What can I say... I will read it all! Great information in a style which is easy to digest; even complicated topics. Love those dialogues.

( Jacob Katsman, CEO, GlobalTrade Corporation, Toronto )

Being flooded with news, analyses, comments and changes of Basel II requirements, minimum standards for credit risk management, etc., it is worthwhile reading Wells' down to the basics experiences of a rich business life exercising prudent credit management.

( Wilfried H Graf, Member of the Board of Arab Bank AG, Frankfurt am Main )

My name is Wichai working at Caltex Oil (Thailand) Limited. Your book interested me very much especially the new concepts of credit management you provided, compare to our traditional manual processes. May I take this opportunity to establish a connection with you as I'm working on re-engineering credit processes in AMEA. I'm interested in your topics Electronic Commerce - Internet Power and Trade Credit Risk ScoreCard and Limit Model.

( Wichai Chunhasomboon, Accounts Receivable/Credit Processes – Manager, Caltex Oil (Thailand) Ltd )

I have read **Global Credit Management** and commend the thorough job done in introducing the reader to the complex world of international credit and financial risk management. This complex subject is broken down into manageable concepts and the important issues that a practitioner needs to know; in order to be an effective risk executive and a valuable contributor to any entity pursuing international markets. The reader should be able to use this book as an excellent primary learning resource, and then as an invaluable desktop resource in the 'heat of the battle'.

( J W Jamieson, International Risk Management Consultant, former Vice Chair of FCIB Board of Directors )

I happened to have your coordinates through the FCIB and would like to take this opportunity to tell you that 2004 has been marked by the pleasure of reading your book about credit management. After so many years of experience in that science, I had not found such a good summary of all the important rules to pass to a junior credit manager. Now we have bought your book for our newcomers in TOTAL and I feel they have an edge against most of their peers, thanks to you.

(Christophe de Vleeschouwer, Trade Finance and Credit Team Manager - TOTAL Petrochemicals SA )

Ron Wells is a thought leader on the subject of credit management. His book leads the way in exploring the importance of credit management at corporate level. It is strong at integrating theory and practice, and has an international and strategic perspective. Every CEO, CFO/Treasurer and Senior Credit Executive must be armed with this tool.

( Panos Panousis, Managing Director, Infospectrum Ltd, Oxford UK )

Louis Dreyfus Corporation (one of the largest international commodity trading companies in the world) purchased six copies of **Global Credit Management**; one for the head of each business unit.

Advancing Trade SpA (a credit risk management consultancy based in Italy) bought thirty copies of **Global Credit Management**; to present to important customers and prospective customers.