

## Loan debt management

### **General Objectives:**

This course aims to equip participants with knowledge and skills in the field of debt management.

### **Specific Objectives:**

At the end of the course the trainees will be able to:

- Present proposals for improving debt management;
- Implement solutions, project new situations and analyze scenarios;
- Appreciate and suggest future alternatives.

### **Recipients:**

This course is intended for finance and treasury professionals who work in and have responsibilities in debt negotiation and/or management.

### **Duration:**

24 Hours

### **Content Program:**

#### **Module I - Financing Proposals and Presentation of Improvement Proposals**

- Company Analysis;
- Definition of Objectives to be reached;
- Determination of the elements to negotiate and/or counterpropose;
- Techniques and best practices for negotiating interest rates and commissions;
- Determination of the financing and amortization plan.

#### **Module II - The Implementation of the Plan - Practical Aspects**

- Plan Implementation (Loan Management);
- Projection of the debt;
- Multiple Scenario Analysis.

## **Module III - Risk Coverage**

## **Module IV - Future Options**

- Financial Products Analysis.