

ACCOUNTS RECEIVABLE MANAGEMENT ACCORDING TO THE STAGE OF THE ENTERPRISE LIFE CYCLE

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The company's activities involves payments of contractors who require payment delay. Thus, at present there are accounts receivable, which in future can become doubtful.

The article aims to streamline the management methods of accounts receivable for the lifecycle of the company.

At the stage of creation, accounts receivable begins to arise and its quantities are low. By the way, accounts receivable management include: monitoring the appearance of receivables; assessment of the solvency of the consumer.

At the stage of growth, accounts receivables increase. The company may use the following measures: control of state settlements with debtors; defining the optimal level of working capital directed to financing receivables; usage of existing models to establish the ranking of debtors; usage of

aggressive or moderate type of credit policy; usage of psychological methods; application of refinancing (factoring).

At the stage of stability, amounts of accounts receivable may be significant. At this stage it is appropriate: accounts receivable monitoring; creation of the model of debtors rating evaluation; usage of the methods of refinancing; usage of the mild type of credit policy; usage of the psychological methods; form a reserve for doubtful debts.

The volumes of receivables during the recession are significant, and accounted for the bulk of hopeless debt. At the stage of decline the company must: control calculations with debtors; use conservative type of credit policy; refinance receivables; apply to legal and physical methods; require complete prepayment; apply to the collector agencies.