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COURSE BROCHURE

AI Late Payment Prediction and Collections Training Course

31 May – 4 June 2027
Barcelona

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Registered in the United Kingdom and Saudi Arabia

AI Late Payment Prediction and Collections Training Course

Ref: 1154_43440 **Date:** 31 May – 4 June 2027 **Location:** Barcelona **Fees:** 6200 GBP

AI Late Payment Prediction and Collections is a 1-week training course for credit control and accounts receivable managers who must decide which invoices to chase first and how, ending with a collections priority playbook. Payment behaviour now shifts faster than ageing reports reveal, so teams that call debtors in invoice-date order chase the wrong accounts. Jupiter Prime Training approaches AI Late Payment Prediction and Collections from the collector's daily worklist outward.

Why AI Late Payment Prediction and Collections Matters Now

Three groups shape the subject. Treasury wants receipts it can forecast; sales teams resist collection calls that strain good customers; and auditors question bad-debt provisions that rest on judgement alone. Credit functions that predict which invoices will slip, segment debtors by behaviour and automate routine reminders release cash and protect relationships; those that rely on ageing buckets spend effort where payment would have arrived anyway. Where models influence customer treatment, the course draws on the NIST AI Risk Management Framework NIST AI RMF for fairness, transparency and human oversight.

Who Gains Most from AI Late Payment Prediction and Collections

- Managers who own days sales outstanding DSO and overdue targets
- Leads who set credit limits and approve exceptions for new accounts
- Supervisors who assign daily worklists to collectors
- Analysts who build ageing reports and bad-debt provisions
- Process owners who run cash application and dispute queues

A receivables department gains most when its credit manager, a collections supervisor and a cash application lead attend together and agree one scoring model.

AI Late Payment Prediction and Collections Capabilities

Participants replace date-ordered chasing with worklists ranked by predicted delay, balance at risk and debtor behaviour.

- Build a late payment propensity model from invoice and payment history — credit managers
- Design debtor segments by payment behaviour and dispute pattern — collections supervisors
- Calculate expected cash at risk to rank daily call lists — treasury partners
- Specify dunning sequences and channels for each segment — customer-facing teams
- Test automated cash application matching rates and exception queues — shared service leads
- Communicate DSO and provision movements with model evidence — finance directors and auditors

Key AI Late Payment Prediction and Collections Terms

- Days sales outstanding DSO — the average number of days taken to collect payment after a sale.
- Payment propensity score — a model estimate of how likely an invoice is to be paid late.
- Debtor segmentation — grouping customers by payment behaviour, size and risk to tailor collection treatment.
- Dunning sequence — the ordered series of reminders and escalations sent for an overdue invoice.
- Cash application — matching incoming payments to the open invoices they settle.
- Expected loss — the balance at risk multiplied by the probability of non-payment.

AI Late Payment Prediction and Collections Day by Day

Day 1: Receivables Performance and Data Foundations

- DSO and Overdue Trend Diagnosis — Where Cash Is Stuck
- Invoice and Payment History Extraction — Model-Ready Receivables Data
- Dispute and Deduction Coding — Separating Disputes From Slow Payers
- Ageing Bucket Limitations — Why Date Order Misleads Collectors
- Model Risk Framing Under NIST AI RMF — Fair Customer Treatment

Day 2: Predicting Late Payment

- Late Payment Propensity Modelling — Features From Payment Behaviour
- Model Validation on Held-Out Invoices — Accuracy by Customer Size
- Credit Risk Scoring for New Accounts — Limits and Terms
- Expected Loss Calculation — Provision Inputs for Finance
- Score Explanation for Collectors — Reasons Behind Each Ranking

Day 3: Segmenting and Prioritising Debtors

- Behavioural Debtor Segmentation — Treatment Groups for Collection
- Cash-at-Risk Ranking — Daily Call List Order
- Collector Capacity Matching — Worklist Size per Person
- Key Account Protection Rules — Sales and Credit Alignment
- Promise-to-Pay Tracking — Broken Promise Escalation

Day 4: Automating Dunning and Cash Application

- Segment-Based Dunning Sequences — Channel, Tone and Timing
- Generated Reminder Drafts With Human Review — Customer Tone Control
- Automated Cash Application Matching — Unapplied Cash Reduction
- Exception Queue Design — Short Payments and Remittance Gaps
- Collections Dashboard — DSO, Overdue and Model Drift Measures

Day 5: Practising the Collections Priority Playbook

- Propensity Scores Applied to a Distributor's Ledger — Top Risks
- Segmentation Applied to a Telecom Business Customer Book — Treatments
- Dunning Redesign for a Healthcare Supplier — Sequence Tested
- Provision and DSO Briefing — Finance Director Questions
- Collections Priority Playbook Assembly — Scores, Segments, Sequences and Owners

Applying AI Late Payment Prediction and Collections After the Course

- Score open invoices with a simple propensity model and compare its top fifty against the current ageing-based call list.
- Redesign the dunning sequence for one debtor segment and track promise-to-pay outcomes for a month.

AI Late Payment Prediction and Collections Questions FAQ

What is AI late payment prediction and collections, and why does it matter now?

It is the use of models to forecast which invoices will be paid late and to rank collection effort accordingly. It matters now because ageing reports react too slowly to shifting payment behaviour.

Which roles gain most from AI late payment prediction and collections?

Credit control and accounts receivable managers gain most. Collections supervisors, credit analysts and cash application leads also benefit, because they assign worklists, set limits and clear unapplied cash.

How does AI late payment prediction and collections differ from a cash flow forecasting course?

It works at invoice and customer level rather than company cash position. A cash flow course projects inflows and working capital, while this one scores individual invoices, segments debtors and drives daily collection actions.

What do you bring back from AI late payment prediction and collections training?

You bring back a playbook for your own ledger. It holds the propensity model design, debtor segments, ranked call list rules, dunning sequences, cash application exceptions and named owners.

AI Late Payment Prediction and Collections: The Way Forward

The collections priority playbook first informs which accounts collectors call tomorrow morning and which receive automated reminders instead. Credit managers use it to brief treasury and sales. After the first month, revisit the debtor segments: customers who keep promises may deserve lighter treatment, and new late-payer patterns often appear among accounts the model rated safe.