XCELERATE TRAINING INSTITUTE

your learning & development partner

TAX AND REVENUE

Effective Revenue Collection Strategies

DURATION	LANGUAGE	FORMAT
5 days	English	Classroom / Online

Upcoming dates

Dates	Venue	Format	Fee
22 – 26 Feb 2027	Live online	Online (live)	€1,200
2 – 6 Aug 2027	Live online	Online (live)	€1,200
6 – 10 Sep 2027	Istanbul	Classroom	€3,600

Register or ask a question

Online: x8ti.com/course/effective-revenue-collection-strategies/

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Effective Revenue Collection Strategies

Introduction

What is Revenue Collection?

In general terms relates to a government agency's actions to collect outstanding financial obligations from the public. Revenue may come from a variety of sources such as taxes, license fees, fines or use of state facilities. Revenue collection is also the general and broad collection of revenue for debts owed or owed revenue by persons or businesses.

Why is revenue collection important? All governments need to have effective revenue collection strategies in place to make sure sufficient cash is made available to pay operational costs. It is a best practice to review all points of revenue collection as well as to have policies and ordinances in place annually.

This Xcelerate Training Institute Course will empower participants on general collection of revenue for debts owed or owed revenue by persons or businesses. This will also cover topics on revenue collection like the assessment of billing of taxes and other revenues, accounting, internal controls and auditing, collecting and processing taxes, other revenues and enforcement of revenue collections. Learn the principles employed to boost staff morale and encourage taxpayer participation.

Learning Objectives

On successful completion of Effective Revenue Collection Strategies Course, participants shall be able to:

- Know the relevant changes in the new revenue collection guidance
- Familiarize the technical aspects of the principal steps of revenue collection in the new standards
- Learn the implications of "rules-based" and "principles-based" revenue collection standards

Training Methodology

This collaborative Effective Revenue Collection Strategies Course, will comprise the following training methods:

- Lectures
- Seminars & Presentations
- Group Discussions
- Assignments
- Case Studies & Functional Exercises

Xcelerate Training Institute Talent Solutions follows 'Do-Review-Learn-Apply' model.

Benefits for Your Organisation

On successful completion of the Effective Revenue Collection Strategies Course, participants shall be able to benefit their organization in the following ways:

- Make better decisions through data-driven insights
- Redefine business processes with taxpayers at the center

- Generate a 360-degree view of taxpayer needs and behaviors

Benefits for You

Successful completion of Effective Revenue Collection Strategies Course, shall benefit participants in the following ways:

- Predict taxpayers at risk of default
- Empower proactive, personalized payment plans and support for taxpayers to better manage their financial obligations
- Realize and implement targeted campaigns to reduce levels of debt

Who Should Attend

This Effective Revenue Collection Strategies Course would be suitable for:

- Accountants
- Tax advisers
- General tax practitioners
- Tax practitioners in advisory firms
- Tax specialists in commercial and trade industries
- Government officials
- Government agencies
- In-house tax directors/managers
- Tax regulation bodies

Course Outline

Introduction

- Introduction to revenue collection
- Need to maximize tax revenue
- OECD Guidelines
- Fiscal Policy
- Revenue collection in relation to GDP
- Develop/ developing countries
- Confidence in Government
- Government Spending
- Federal v/s State Tax

Types of Revenue

- Income Tax
- Corporate Tax
- VAT / Sales Tax
- Custom Duty
- Excise Duty

- Others

Increasing the Tax Base

- Mandatory Registration for VAT/ Sales Tax
- Encouragement of Self-Assessment
- Fair & efficient refund system
- Effective communication with taxpayers
- Simplify Taxation system

Other Indirect Methods

- Linking Tax Payments with other transactions
- Use of Internet/ Mobile
- Matching Sales Tax with Sales/ Purchases
- Introduction of Turnover / Fixed Taxation

Budget

- Budget Formulation
- Stakeholders in budget exercise

Role of Federal Tax Authority

- Reforms in Taxation system
- Minimize Exemptions
- Large Taxpayer unit
- Introduction of Advance Tax
- Closing loopholes
- Minimize corruption
- Efficient M.I.S. System
- Performance Analysis
- Accurate / Timely Information

Governance in Tax Departments

- Improved Governance
- Composition of Efficient Board of Directors/ Governance
- Inducting Independent Directors / Professionals
- Consequences of bad governance

Importance of Internal checks

- Necessity of Internal controls
- Effective Internal Checks
- Efficient Audit system
- Role of Internal Auditor

Case Study

- O.F. UAE

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Registration Form

Effective Revenue Collection Strategies

Preferred dates: ..... Venue or online: .....

Duration: 5 days Language: .....

Please complete and email this form to us, or register online. We confirm your place and send the invoice within one working day.

Delegate information

Full name (Mr / Ms / Dr / Eng): .....

Position: ..... Telephone / mobile: .....

Official email: ..... Personal email: .....

Company information

Company name: .....

Address: .....

City / country: ..... VAT / tax number: .....

Person responsible for training & development

Full name (Mr / Ms / Dr / Eng): .....

Position: ..... Telephone / mobile: .....

Email: .....

Payment

☐ Please invoice me ☐ Please invoice my company

Signature: ..... Date: .....

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Email this form
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Register online
Open the course page