

YOUR BRIGHT FUTURE

Callisto Grand Academy

Value adding innovative learning and development through enhanced business awareness.



info@creditcee.eu

THE LEARNING EXPERIENCE



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Welcome to the Callisto Grand Academy

Callisto Grand supports all business, especially SHARED SERVICES to achieve Centre of Excellence status.

Trade Receivables is the most vital and complex element of Working Capital in every business. It is essential that it be managed by qualified and experienced O2C Subject Matter Experts - those with an understanding of the complete End to End business cycle.

The Academy encourages all participants to be Curious, Focused and Brave and look beyond limited, process oriented horizons. Discover an exciting multiverse of interconnected functions, roles and activities all driven by Trade Credit culminating in sales invoices.

The challenge for SSC's is to offer a high quality value proposition and right-skill talent.

Talent attraction, retention and development all stem from an environment of success – of being recognized as the best.

We have invested our 40 years global operational experience into programmes and solutions delivering that success with high quality best practice consultancy services, benchmarks, qualifications and workshops



2500
Professionals
Trained



2500
Workshop
Hours



200
Workshop
Days



30
Blue Chip
Clients



12
Countries



8
Credits Matters
Conferences



300
O2C Certificates



300
Diplomas



7
Languages



4
Universities



95%
Approval
Rating



10 SSC
Transitions



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CALLISTO GRAND ACADEMY TALENT DEVELOPMENT



Benchmarking Navigation and professional O2C Qualifications

Knowledge is not power, it is only potential. Applying that knowledge is power. Understanding why and when to apply that knowledge is wisdom!



CPM

The benchmark navigation to excellence

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CERTIFICATE IN O2C OPERATIONAL EXCELLENCE

Deep understanding of Operational O2C

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DIPLOMA IN O2C LEADERSHIP

Delivering End to End Business strategy.

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CPM Comparative Performance Measure

$$\text{KPI} + \text{PD} + \text{PP} = \text{E}^2$$

Key Performance Indicators	Personal Development	Policies Procedures	Elite Excellence
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How is success measured or defined?

Callisto Grand has developed CPM as the first dashboard benchmarking solution for O2C.

In less than 60 minutes, CPM will identify operational strengths and weaknesses.

E2, Elite Excellence can only be achieved when KPI's, Personal Development, Policies & Procedures all receive equal focus and investment simultaneously as part of medium to long term strategy planning.

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THE UNIQUE BENCHMARK NAVIGATION TO O2C OPERATIONAL EXCELLENCE

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The Digital Learning Experience

Certificate in O2C Operational Excellence

The Digital Learning Academy provides a professional certified qualification that formally demonstrates your knowledge, experience and dedication.

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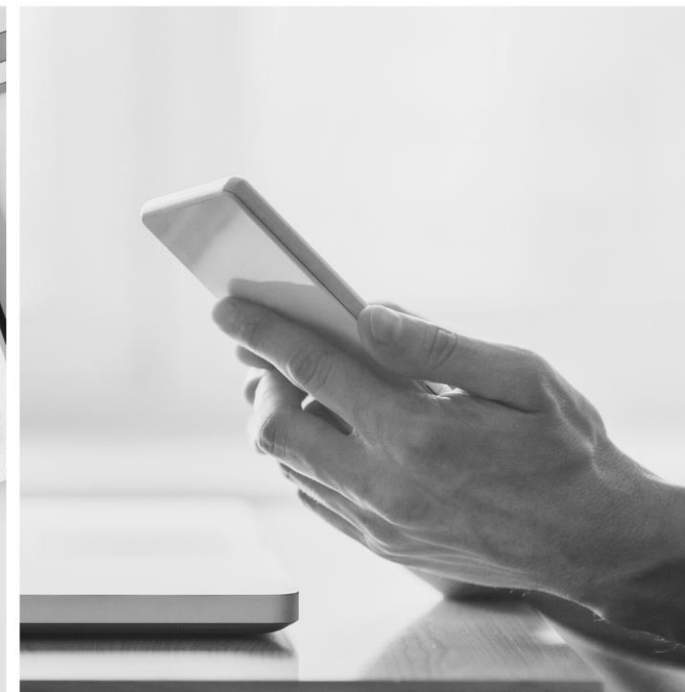


Diploma in O2C Leadership

An exiting journey through the end
to the end business cycle
developing high performing
business leaders

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CALLISTO GRAND
ACADEMY



CONTEXTUAL COACHING AND CONSULTANCY

A successful methodology whereby the Coach adapts the style of the coaching to the performance level of the Coachee, so as to improve learning, motivation and business results.

The focus is on operations and effective performance of Talent and Technology to achieve short term objectives and a solid legacy of high performance.



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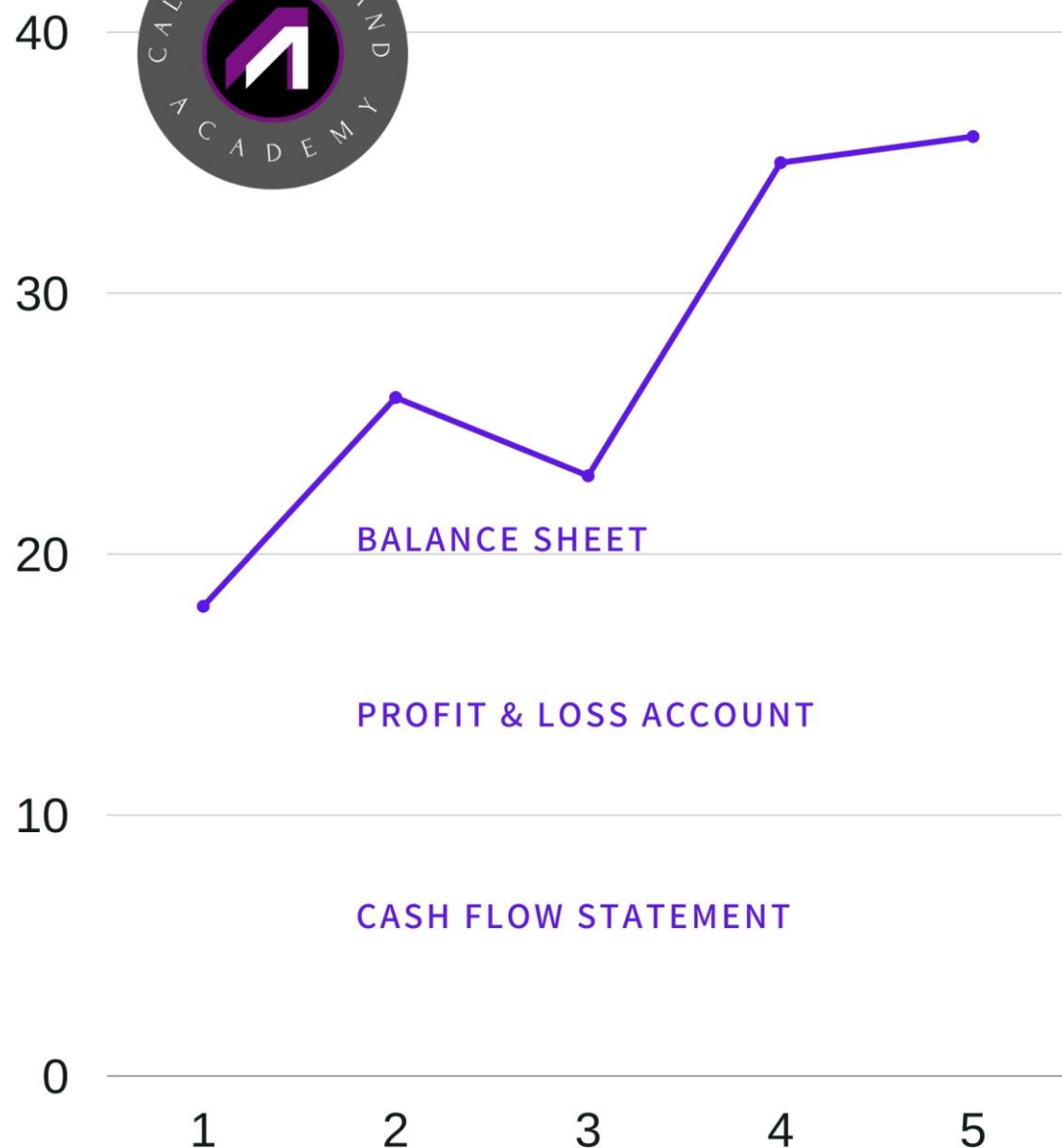
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Collections Workshop with AI & BI

This Interactive format explains how and why telephone negotiation directly impacts Working Capital and Cash Flow.

AI technology delivers detailed performance dashboards.

O2C teams will deliver rapid results simply by making more effective calls to internal and external Stakeholders



Financial Analysis Workshop

A practical approach to understanding business finance with emphasis on operations and effective performance consistent with fiscal objectives.

Participants will develop the ability to make decisions in the interest of growing the customer portfolio and market share.

The ability to make these decisions requires an understanding of the relationship between accounting process, financial operations, reporting and the impact of these elements on the business.

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O2C Leadership for Shared Services

This workshop combines theory and operational reality addressing the challenges and opportunities in SSC's.

Lead your O2C teams to achieving unprecedented results by challenging accepted conventions and effectively drive change throughout your business.

The course leaders are globally experienced and successful O2C Operational Managers.

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