

## Business to Business Credit Approval Process

### Exercise 4:

What data would you collect to assure that the controls your team identified in Exercise 3 are working. How will you know if your controls being followed? How will you know if the people working in the credit approval process understand and follow the controls? Do they ignore them? This is called effectiveness, meaning how well are your controls affecting the way the credit approval process works.

*Example*

#### Control Objective A

**Control Name   Control Description   Data to Examine**

Control Objective A		
Control Name	Control Description	Data to Examine
First Control	This should be a description of the control's purpose and how it will work. Try to be brief.	<ul style="list-style-type: none"><li>• A count of this</li><li>• A percentage of that</li><li>• Maybe some financial metric</li></ul>