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DETERMINATION OF FACTORS OF INFLUENCE IS ON PROCESS OF MANAGEMENT ACCOUNT RECEIVABLE OF ENTERPRISE

Viktoriia V. OSTAPENKO
PhD in Economics
Lecturer at the department of management of financial services
Simon Kusnets Kharkiv National University of Economics

Abstract. There was been suggested a combination of factors that impact on accounts receivable of energy sector enterprises of Ukraine, resulting in determination the accounts receivable of the enterprise and identification of accounts receivable management for the purpose of costs reduction, profits increasing and financial condition improving. The grouping of enterprises clusters allows for the company to position among enterprises and energy complex of Ukraine and determines the prospects for improving its activities.

Key words: *accounts receivable, business, credit policy, creditworthiness, discounts, counterparty.*

Economic agents are open system, with external relations, by means of which they interact with the environment as a result of any enterprise depends not only performance, but also the financial and economic activities of contractors. Late payment by buyers of products creates financial difficulties the company, leading to the formation of receivables, which reduces the financial capacity of the entity, capital turnover and can lead to poor performance of his work.

Purpose of research is to determine the factors influencing the management of accounts receivable, based on factor analysis using the following independent components: non-repayment of receivables and financing of the expense payable.

There was been formed current system of primary indicators that help determine the impact of factors (non-return of receivables and financing of the expense payables) on the indebtedness level of the studied companies. There was been suggested a combination of factors that impact on accounts receivable of energy sector enterprises of Ukraine, resulting in determination the accounts receivable of the enterprise and identification of accounts receivable management for the purpose of costs reduction, profits increasing and financial condition improving. The grouping of enterprises clusters allows for the company to position among enterprises and energy complex of Ukraine and determines the prospects for improving its activities.

Scientific innovation is to develop practical recommendations and provisions for accounts receivable management with economic risk-based assessment capabilities and the terms of deferred payment or discounts for early payment using deterministic factor analysis, which is aimed at optimizing debt in the power plants.

The factors analysis of receivables sampled enterprises were proposed, that allowed to form primitive system of indicators, the impact of the factors (non-return of receivables and financing of the expense payable) data rates and debt levels of the studied companies.

Using of cluster analysis allowed to form three clusters of companies, accounts receivable are characterized factors (components), which were discovered on the results of factor analysis.

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