Seven Things Every Credit Risk Manager Knows But Cannot Admit

1. The information we get from industry credit group meeting participation and attendance would be extremely useful to the sales department --- but we cannot share it.
2. If we actually / really knew which customer was going to file for bankruptcy protection, you would stop selling to that customer --- but the truth is that you can't know for certain.
3. Credit limits are typically set low intentionally because it is easier to go up than to go down.
4. Every employee in the credit department is equally important and equally valuable, but some employees are more equally important than valuable than others.
5. You don't need to be twice as good as your co-workers to stand out from the crowd – being even 20% better will make you shine like a star.
6. Managers do a great job of documenting what went wrong, but often do a lousy job of documenting what you did right – so please document your own accomplishments and achievements.
7. Most employees hate constructive feedback / constructive criticism from their manager, but managers really wish more people would seek out this type of feedback.
8. Employees need to voice their concerns – managers are not psychic.