

Analysis of Receivable Planning and Supervision at PT. Wicaksana Overseas International Tbk Sumatera 1

Novien Rialdy

Fakultas Ekonomi dan Bisnis, Universitas Muhammadiyah Sumatera Utara

Jl. Captain Mukhtar Basri No. 3 Tel. (061) 6624567 Medan 20238

Correspondence Email: novienrialdy@umsu.ac.id

ORCID ID: <https://orcid.org/0000-0002-0209-1511>

ARTICLE INFORMATION

Publication Information

Research Article

HOW TO CITE

Amran, Y., & Nisa. (2021). CSR in the Covid-19 situation in Indonesia. *Journal of International Conference Proceedings*, 9(1), 23-31.

DOI:

<https://doi.org/10.32535/jicp.v4i2.1254>

Copyright@ year owned by Author(s).
Published by JICP



This is an open-access article.
License: Attribution-Noncommercial-
Share Alike (CC BY-NC-SA)

Received: 12 September 2021

Accepted: 17 October 2021

Published: 17 November 2021

ABSTRACT

Accounts receivable of a company is generally one of the largest assets of current assets and the largest part of total assets. In managing financial management, especially regarding accounts receivable, it is necessary to plan and analyze carefully, so that trade receivables management policies can run effectively and efficiently, both regarding receivables procedures, receivable collection, credit sales and other receivable problems. This research approach uses a descriptive approach. The type of data collected to support the research variables is qualitative data and the data source used is secondary data. Data collection technique in this research is documentation technique. The data analysis technique used by the author is descriptive method. Based on the results of research with accounting control procedures that have been set by PT. Wicaksana Overseas International, Tbk has been implemented well, but physical supervision has not been implemented properly. The company has not been able to fully collect the company's short-term receivables from other collaborating companies. This can be seen from the unplanned and well controlled billing process carried out by the company. planning can play a more important role than other management functions, because organizing, directing and controlling actually carry out the decisions made in planning.

Keywords: Accounts Receivable Control,
Accounts Receivable Planning

JEL Classification: F65, G12, G32

INTRODUCTION

Every company that is founded wants a decent profit or profit for the development of the business and the sustainable survival of the company, in addition to the main goal of generating high profits. In connection with this, the activities that exist within the company are also increasing, such as sales activities. From these sales activities, the company will gain profits that will be used to carry out and develop the company's operational activities.

In addition, good planning of the company's assets is very important. Asset planning can be done through budgeting. The asset budget is the company's operating plan that is used as the basis for the asset control process. Receivable planning and supervision is very important for companies that sell products on credit, that's why management should take policies by paying attention to internal factors that can be controlled or can be controlled, namely by increasing turnover to achieve profits.

The sale of goods and services is a source of company income. In making sales to consumers, companies can do it in cash or credit. Of course the company will prefer transactions in cash, because the company will immediately receive cash for the sale and can immediately be used again to bring in further income. However, consumers generally like it when the company sells on credit because the payment can be delayed or in installments. Credit sales will cause receivables for the company.

Trade receivables a company in general is one of the asset's great from Akiva smoothly as well as the largest part of total assets. Receivables are claims to other parties for money, goods or services that can be received within one year or within a cycle of the company's activities. In managing financial management, especially regarding accounts receivable, it is necessary to plan and analyze carefully, so that trade receivables management policies can run effectively and efficiently, both regarding receivables procedures, receivable collection, credit sales and other receivable problems.

LITERATURE REVIEW

Understanding Accounts Receivable

According to (R.S, 2002, hal. 338), states that receivables are claims rights against another person or company, demanding payment in the form of money or delivery of other assets or services to the party with whom he owes the debt. According to (Martani, 2012, hal. 15), states that trade receivables are bills to other parties (to creditors or customers) as a result of selling merchandise on credit. So, receivables can be interpreted that the company has billing rights against other parties who are customers and expect payment from them in order to fulfill obligations to the company.

According to (Waren S. Carl, 2005, hal. 404), what is meant by receivables includes all claims in the form of money against other parties, including individuals, companies or other organizations. According to (Mulyono, 2007, hal. 53), which states that trade receivables are generally a material amount on the balance sheet when compared to non-trade receivables, while non-trade receivables arise from transactions other than the sale of goods and services to outsiders.

According to (Murhadi, 2013, hal. 87), states that receivables are claims to other parties for money, goods or services that can be received within one year or in a cycle of company activities. According to (Martani, 2012, hal. 193), states that receivables are a company's claim to another party. Almost all entities have receivables from other

parties, both related to sales/revenue transactions and are receivables from other transactions.

According to (Akbar, 2010, hal. 90), states that receivables are generally presented in the balance sheet in two groups, trade receivables and non-trade receivables. In general, the term receivables can be applied to all claims for money, goods and services, but for accounting purposes the term is generally used in a narrower sense to describe claims that are expected to be settled upon receipt of cash (cash).

From the above understanding, it can be concluded that receivables include, among others, all claims against subscriptions in the form of estimates of money, goods or services and all forms of estimates such as transactions. Sales on credit give rise to rights for the company that collects the subscription, which is determined by the terms mutually agreed upon at the time of the transaction.

Receivable Management

According to (Akmal, 2009, hal. 303), states that the management of receivables through three stages. The first stage concerns the conditions that cause receivables to arise. The second, regarding the administration and organization of accounts receivable. And the last stage, concerning the repayment of receivables .

1. The emergence of accounts receivable

Receivables generally occur at the time of product delivery or service delivery. The control principles that can be exercised over the occurrence of receivables are as follows:

- a. *Re view* by an independent authority and credit approval procedures. Credit approval must be granted by an independent authority by *re view* and sufficient information on the subscription concerned.
- b. Determination of product availability.
- c. Authorization regarding price and terms of sale.
- d. Use of *copies* of documents as needed.

2. Accounts Payable Administration

Administration of accounts receivable is carried out starting from the time the receivables arise and continues with the management of receivables until the receivables are paid or written off. Control principles during this stage include:

- a. Independent maintenance of accounts receivable estimates.
- b. Up-to-date recording of accounts receivable estimates.
- c. Adequate and prompt reporting.
- d. Periodically at the end of each month sent to subscribers the billing balance as of the end of each month along with details of the number and date of invoices that are still not paid to request immediate notification if there is a discrepancy.
- e. Prepared a plan to collect cash receivables from receivables that should be due based on their due dates for the next 1 week period and strive for timely collection and if possible with certain approaches can be collected before the due date without giving discounts or interest.

3. Reduction or write-off of accounts receivable

Reductions or write-offs of receivables can be caused by the following things: settlement of receivables, sales returns, and write-offs of uncollectible receivables .

According to (R.S, 2002, hal. 338) also groups receivables into two, namely:

- a. Trade receivables are receivables originating from the sale of goods and services which are the normal business activities of the company or also known as *trade receivables* ;
- b. Other (non-trade) receivables are receivables that do not originate from the main line of business, such as: employee receivables, receivables from

affiliated companies, interest receivables, dividend receivables, shareholder receivables and others.

Doubtful Accounts Method

According to (Mulya, 2013, hal. 194), there are 2 (two) methods for bad debts, namely:

a. Direct delete method (*Write-off*)

The direct write-off method is a firm and non-prejudiced method for bad debts or doubtful accounts. Journalistically then:

Bad debt expense	xxx	
Accounts Receivable		xxx

b. Reserve method / estimate (*Allowance*)

The reserve/estimate method is a method that still assumes that part or all of the bad debts will be recovered in the future. In the journal it will look as follows:

Bad debt expense	xxx	
Reserve for bad debts		xxx

According to (Riyanto, 2011, hal. 85-87) the factors that influence the size of the funds invested in receivables are as follows:

- a. Credit Sales Volume
- b. Credit Sales Payment Terms
- c. Terms About Credit Limits
- d. Wisdom in Collection of Receivables
- e. Paying Habits of Subscribers

Planning

Planning is a process by which management determines goals and how to achieve them. In many ways, planning can play a more important role than other management functions, because organizing, directing and controlling actually carry out the decisions made in planning.

Supervision

Regarding the notion of supervision, supervision is the measurement and correction of the activities of subordinates to ensure that what is carried out is in accordance with the plan. So supervision measures the implementation of work or achievements by comparing them to goals and plans, showing where there is storage and taking corrective actions for deviations to ensure the achievement of plans.

Supervision aims to ensure that what has been planned can be realized. To be able to realize it, it is first necessary to ensure that the implementation of activities is in accordance with the plan that has been prepared, then determine the weaknesses and difficulties faced in implementing the plan and finally find a solution to correct or overcome the deviations that occur. Supervision can be done in two ways, namely:

- a. Direct supervision
- b. Indirect supervision

Basically, each monitoring process goes through several stages, namely:

1. Setting the standard
2. Measuring performance
3. Take corrective action

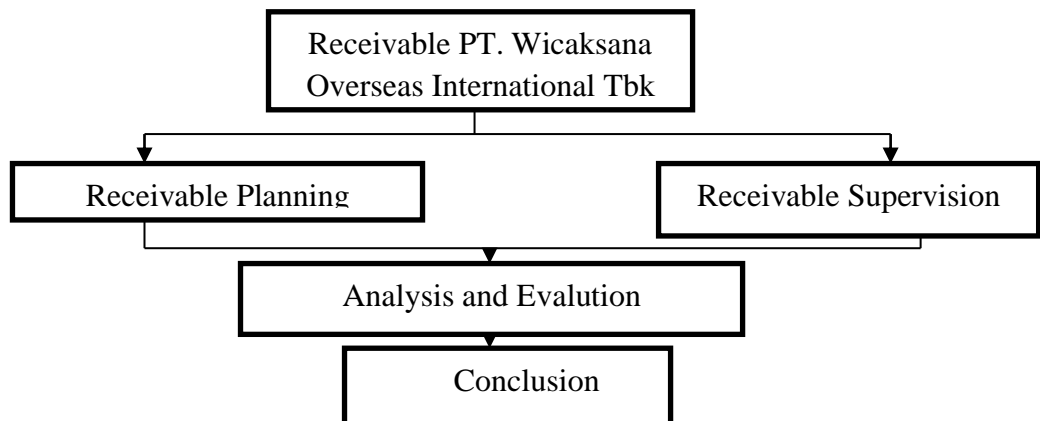
Thinking Framework

In reality, credit sales at many ordinary companies are much larger than cash sales. Where credit sales give rise to receivables. Receivables are a component of the balance sheets of most companies. Reasonable procedures and ways of good control

of these accounts is a necessity not only for the success of the company, but also to maintain a good relationship denganpara consumers. So that these receivables are managed and developed to contribute and make the company's performance effective.

The effectiveness of planning and monitoring will allow the authority over transactions to be carried out properly, where every transaction made or recorded, is classified and reported as it should be, so that company assets and records can be properly protected. PT. Wicaksana Overseas International Tbk , has a goal to make a profit. This goal will be achieved if the company has good planning and supervision, including the planning and supervision of receivables, in order to achieve the objectives of good internal control in achieving these goals.

Figure II-1. Thinking framework



RESEARCH METHOD

The research approach method that the author uses in this study is a descriptive method, where this method is a method that sees and describes the state of the company systematically, which then analyzes it so that it can provide suggestions for the future.

RESULTS

Receivable Planning

Planning is a process of activities carried out for the future in the face of various uncertainties and alternatives that may occur. Planning is carried out by the company as the basis for activities to be carried out for the future so that the company's goals can be achieved optimally. One of the plans carried out by the company is receivables planning.

Receivable planning system from sales applied by PT. Wicaksana Overseas International, Tbk. Medan is to create a sales invoice, which is a document used to record various information needed by management regarding the buyer's name and address, transaction date, item code and name, quantity and unit price, total price, salesperson's name and code, authorization of the various stages. transaction. The sales invoice is filled out by the sales function which serves as an introduction to payments by the buyer to the cash function and as a source document for recording sales transactions into the sales journal.

Accounts receivable planning starts from the sale of goods to delivery, planning is very important for management. Receivables are very important in terms of sales, both

short-term and long-term receivables. At each stage of billing, good judgment is needed. because each billing poses a different risk.

According to the author, the system for collecting receivables from companies to other companies is not good. because there are many receivables that have matured but have not been billed by the company, it is not good because it can cause a difference between the amount of receivables in the company and other companies, or other companies have forgotten the receivables, it could be because their purchase invoices or records are lost or scattered. Because of this the company can suffer losses on the sales they make.

Receivables Supervision

Supervision procedures applied by PT. Wicaksana Overseas International, Tbk are as follows:

a. Physical supervision procedures

To prevent damage, theft and misappropriation of receivables, companies need physical control over company assets. In carrying out this supervision, PT. Wicaksana Overseas International, Tbk has not been able to provide a place for storing documents for receivables with an adequate security system, but the company has not been able to supervise the collection of receivables. This is because the responsibility has been handed over to the employee, the head of the supervisor does not check again.

b. Accounting Oversight Procedure

The procedures for obtaining and issuing sales invoices from the receivables section are carried out by separate sections. The procedures for issuing or obtaining purchase or sales invoices must be authorized by the competent authority in advance, without this authorization, sales and goods issuance activities will not be carried out. In addition, AR Controller also performs a physical calculation of the goods in the warehouse at any time to be matched with the sales book. This physical calculation is not only carried out by the AR Controller section, but also carried out by the Internal Auditor from time to time and a public accountant suddenly once a year.

Supervision procedures that have been established by PT. Wicaksana Overseas International, Tbk has been implemented well, but all the good things don't just stop there. The company is expected to further improve supervision procedures from all fields. The application of this procedure for the company can prevent frauds that occur within the company.

DISCUSSION

According to (Januri, 2015), conducting research at PT. Angkasa Pura II (Persero), stated that PT. Adhi Karya offers long-term credit, such as the construction of roads and facilities that require large costs. Receivables of PT. Adhi Karya arises from the normal activities of the company and receivables that arise not from the company's main activities. Planning and supervision is made from the beginning to the end of the project.

According to (Baihaqi Ammy, 2018), the longer the terms of payment of receivables (90 - 365) days, the longer the capital is tied to receivables. The old terms of payment of receivables will result in cooperative losses, especially in order to streamline cooperative working capital embedded in receivables. According to (Kalsum, 2021), the control environment for receivables at BEI Medan has been running well, this is indicated by the implementation of SOPs in the collection division.

According to (Rialdy, 2018), the profit earned by the company always fluctuated during the period 20013 - 2017. In 2016 the company experienced a decline in profit due to the increase in the percentage increase in cost of goods sold plus the costs incurred in that year were greater than the percentage increase in credit sales. In general, it can be said that every period the company always earns a profit, but if it is related to the level of existing receivables turnover, it will appear that the large increase in credit sales and profits earned is not followed by the efficiency and effectiveness of processing receivables.

Based on research conducted by the author in different companies, namely PT. Wicaksana Overseas International, Tbk. The company has not been able to fully collect the company's short-term receivables from other collaborating companies. This can be seen from the unplanned and well controlled billing process carried out by the company.

According to (Mulyono, 2007, hal. 53), planning is a process where management determines goals and how to achieve them. In many ways, planning can play a more important role than other management functions, because organizing, directing and controlling actually carry out the decisions made in planning. According to (Harahap, 2008, hal. 27) states that planning means identifying various goals for future organizational performance and deciding on tasks and the use of resources needed to achieve them.

The company has not been able to carry out billing procedures properly due to the lack of supervision carried out by the company. (Sanyoto, 2007, hal. 272) states that one of the components of the internal control system is monitoring. Monitoring is a process that assesses the quality of system performance and *internal control* from time to time, which is carried out by monitoring and evaluating separately. There are two monitoring mechanisms, namely direct supervision carried out by the respective superiors of the parties concerned based on the level of the hierarchy of positions, and supervision carried out by the audit function.

CONCLUSION

Based on the author's research at PT. Wicaksana Overseas International Tbk, and comparing it with the theories that have been put forward, the author draws conclusions regarding receivables and their implementation. It can be seen from the following descriptions:

1. PT. Wicaksana Overseas International Tbk, is a company engaged in the production of foodstuffs and the distribution of various kinds of food and other household needs, which was established in 1964.
2. Accounting control procedures that have been established by PT. Wicaksana Overseas International, Tbk has been implemented well, but physical supervision has not been implemented properly.
3. The system for collecting receivables from the company to other companies is not good. because many receivables have matured but have not been billed by the company.
4. There has been a separation of functions and duties, so that each part has the authority and responsibility.
5. The billing document issued by the designed company consists of 2 parts, the first in the form of a customer purchase order containing data on the account number and bill amount. By the company this section is used as an input medium for processing receivable transactions, the second part is stored by the debtor as an archive.

ACKNOWLEDGMENT

Thank you to Universitas Muhammadiyah Sumatera Utara for funding participation in this International Conference

DECLARATION OF CONFLICTING INTERESTS

We declare that we have no conflict of interest with the ICPM Bali 2021 committee or staff from AIBPM or any conflict regarding this article.

REFERENCES

- Akbar, R. (2010). *Akuntansi Pengantar*. Yogyakarta: YKPN.
- Akmal. (2009). *Pemeriksaan Manajemen Internal Audit*. Jakarta: PT. Indeks.
- Baihaqi Ammy, M. A. (2018). Pengaruh Perputaran Piutang dan Perputaran Modal Kerja Terhadap Likuiditas Perusahaan Otomotif dan Komponen. *Jurnal Riset Finansial Bisnis*, 135-144.
- Fahmi, I. (2012). *Analisis Kinerja Keuangan*. Bandung: CV. Alfabeta.
- Harahap, S. S. (2008). *Analisis Kritis Atas Laporan Keuangan*. Jakarta: PT. Raja Grafindo Persada.
- Januri. (2015). Analisis Perputaran Piutang dalam Meningkatkan Modal Kerja Pada PT. Angkasa Pura II (Persero) Bandara Polonia Medan. *Jurnal Pajak dan Bisnis*, 227-243.
- Kalsum, U. (2021). Pengaruh Rasio Keuangan terhadap Pertumbuhan Laba Pada Perusahaan LQ 45 Yang Terdaftar Di BEI. *Jurnal Akuntansi & Keuangan Kontemporer*, 25-32.
- Martani, D. e. (2012). *Akuntansi Keuangan Menengah Berbasis PSAK*. Jakarta: Salemba Empat.
- Mulya, H. (2013). *Memahami Akuntansi Dasar: Pendekatan Teknis Siklus Akuntansi*. Jakarta: Mitra Wacana Media.
- Mulyono. (2007). *Penuntun Belajar Akuntansi Menengah*. Yogyakarta: Graha Ilmu.
- Murhadi, W. R. (2013). *Analisis Laporan Keuangan*. Jakarta: Salemba Empat.
- R.S, S. (2002). *Akuntansi Intermedite, Ikhtiar Teori & Soal Jawab*. Yogyakarta: BPFE.
- Rialdy, N. (2018). Pengaruh Struktur Modal, Keputusan Investasi dan Kebijakan Dividen Terhadap Nilai Perusahaan pada Perusahaan BUMN yang Terdaftar Di Bursa Efek Indonesia Periode 2013-2017. *Liabilities Jurnal Pendidikan Akuntansi*, 272-288.
- Riyanto, B. (2011). *Dasar-dasar Pembelajaran Perusahaan*. Yogyakarta: BPFE.
- Sanyoto, G. (2007). *Audit Sistem Informasi+Pendekatan CobIT*. Jakarta: Mitra Wacana Media.
- Syukriyah Syukriyah, S. N. (2020). Analysis of the Capital Adequate Ratio (CAR), Non-Performing Loans (NPL), and Return on Assets (ROA) Effect on Credit Distribution of Commercial Banks Listed on the Indonesia Stock Exchange. *International Journal of Accounting & Finance in Asia Pasific (IJAFAP)*, 91-96.
- Waren S. Carl, D. (2005). *Pengantar Akuntansi*. Jakarta: Salemba Empat.