

# € TRAINING

Advanced Effective Revenue Collection  
Strategies



6 - 17 October 2024  
Istanbul (Turkey)  
Sheraton Istanbul Levent



# Advanced Effective Revenue Collection Strategies

REF: TR1913 DATE: 6 - 17 October 2024 Venue: Istanbul (Turkey) - Sheraton Istanbul Levent Fee: 7950 Euro

## Introduction:

This training program equips participants with advanced techniques to optimize revenue collection processes. Through innovative strategies, participants learn to enhance revenue streams, reduce leakage, and improve fiscal performance.

## Program Objectives:

At the end of this program, the participants will learn about:

- Be aware of the appropriate adjustments to the revised revenue collection instructions.
- Learn the technical details of the main procedures in the new standards for revenue collection.
- Discover the effects of revenue collection standards that are "rules-based" and "principles-based."

## Targeted Audience:

- Accountants.
- Tax consultants.
- Experts in general taxation.
- Tax experts working for advising firms, commercial and trade sectors.
- Government employees and institutions.
- Internal tax managers or directors.
- Tax enforcement agencies.

## Program Outline:

### Unit 1:

#### Introduction:

- Overview of Revenue Collecting.
- Must Increase Tax Revenue.
- OECD Recommendations.

- Budgetary Policy.
- Revenue as a Percentage of GDP.
- GDP to Tax Ratio: Some Statistics.
- Belief in the Government and Governmental Outlays.
- State Tax vs. Federal Tax.

## Unit 2:

### Types of Revenue:

- Income Tax.
- Corporate Tax.
- VAT / Sales Tax.
- Custom Duty.
- Excise Duty.

## Unit 3:

### Increasing the Tax Base:

- Mandatory Sales Tax/VAT Registration.
- Support for Self-Evaluation.
- Fair and Effective Refund Procedure.
- Having Productive Interactions with Taxpayers.
- Streamline the Tax System.

## Unit 4:

### Additional Indirect Methods:

- Tax Payments and Other Transactions are Linked.
- Internet/Mobile Usage.
- Matching Sales Tax to Purchases/Sales.
- The Implementation of Turnover Taxes or Fixed Taxes.

## Unit 5:

### Budget:

- Budget Formulation.
- Stakeholders in the Budget Exercise.
- Budget Implementation.

## Unit 6:

### The Federal Tax Authority's Functions:

- Reforms to the Tax Code Reduce Exemptions.
- A Sizeable Taxpayer Unit.
- Advance Tax Closing Loopholes Introduction.
- Reduce Corruption Effective System Performance Analysis of the M.I.S.
- Timely and Accurate Information.

## Unit 7:

### Tax Department Governance:

- Better Governance.
- Efficacious Board of Directors/Governance Composition.
- Adding Independent Directors and Other Experts.
- Consequences of Poor Leadership.

## Unit 8:

### The Significance of Internal Audits:

- The Requirement for Internal Controls.
- Successful Internal Inspections.
- Dependable Auditing System.
- Internal Auditor's Function.

## Unit 9:

### Tax Policy Evaluation:

- Assessing Tax Policy Effectiveness.
- Impact Analysis of Tax Reforms.
- Evaluating Tax Incentives and Expenditures.
- Cost-Benefit Analysis of Tax Policies.
- Stakeholder Consultation and Feedback.

## Unit 10:

### International Taxation:

- Overview of International Taxation Principles.
- Double Taxation Treaties and Agreements.
- Transfer Pricing and Cross-Border Transactions.
- Tax Havens and Offshore Financial Centers.
- Global Tax Compliance and Reporting Standards.