

# Mini MBA for Banking & Finance Professionals

## INTRODUCTION

- The Mini MBA in Banking & Finance training course is designed to develop the essential knowledge and skills to enable executives to move quickly to key positions within the financial services sector.
- This training course provides executive coaching at an advanced level covering practical and thorough understanding of recent developments in banking and finance - strategies, financial management, risk management, international financial markets, marketing strategies and performance evaluation - essential requirements for all those involved in financial sector activities.
- The training course also provides delegates with the opportunity of meeting guest speakers/leading strategists from the financial services sector and leading managers from the world of finance.

This training course will feature:

- A detailed understanding of the latest developments in financial markets and instruments
- A strategic understanding of the issues facing banks and how to capitalise upon them
- The latest management issues within the banking & finance sector
- Risk management skills
- Detailed financial knowledge and skills

## OBJECTIVES

By the end of this training course, participants will be able to:

- Understand the key issues and challenges facing the banking & finance sector
- Understand more fully the impact of the role of finance and managing shareholder value in banking and finance
- Target, prioritise and manage strategic change in the sector and in your role
- Develop and implement effective strategies
- Develop and integrate functional strategies e.g. marketing, technology, operations, organisation and people
- Manage and implement change
- Evaluate lending propositions and manage a loan portfolio effectively
- Measure and reduce risk

## TRAINING METHODOLOGY

- The training course will be delivered by practitioners and authors from the world of banking supported by guest speakers, experts in the field of strategy, management & finance. Practitioners to share their views and experiences, discuss practical case studies and contemporary issues. Guest speakers will enhance the training course with their industry expertise. They will, inter-alia, include leading strategists from the financial services sector, and leading managers from the world of finance.

## WHO SHOULD ATTEND?

This advanced level training course, predominantly designed for Executives and Managers who operate in the Banking and Finance sector, is also suitable to a wide range of professionals:

- Senior banking and finance executives who wish to develop their breadth of understanding by engaging with other leaders in the sector
- Managers responsible for developing their organisations strategic vision and plans
- Managers responsible for implementing change
- Those involved with risk management
- Those who seek senior positions within the banking and finance sector
- Functional managers in sales and marketing, finance, HR, operations and IT, who want to see the “bigger picture” and formulate “mini strategies”
- Senior managers in businesses supplying banking and finance (e.g. IT, consultants, outsourcing companies) who wish to deepen sector knowledge and build sales and advisory capability to the sector

## Course Outline

### International Financial Markets & Instruments

- An overview of International financial markets, regulation, instruments & risk
- International bank balance sheets & income statements
- Marketing financial services & products
- Securitisation & derivatives
- Islamic banking instruments
- Current trends, issues and developments in international financial markets

### Strategic Management

- Strategic issues facing the financial sector
- Strategic planning and the importance of competitor advantage
- Developing & evaluating strategic options
- Develop and integrate functional strategies e.g. marketing, technology, operations, organisation and people

## Management & Leadership

- The skills of effective leader & manager
- Organisational structure & culture
- Manage cross functions e.g. marketing, technology, operations, organisation and people
- Change management
- Relationship management – Managing the customer relationship

## Financial Management

- The role of finance to maximize shareholder wealth and the value of the business
- Developing sustainable profit
- Financial performance evaluation – Profitability; liquidity and capital adequacy
- Business valuation models
- Managing and controlling a loan portfolio

## Risk & Risk Management

- Identifying & evaluating risk
- Regulation, liquidity & capital adequacy requirements
- Risk measurement & stress testing
- Risk, assets & liability management
- Capital allocation and VAR (Value-At-Risk) modelling
- Current & future issues in bank financial management