

GULF INSTITUTE



WINNER OF THE AWARD FOR THE BEST
TRAINING INSTITUTE IN THE GULF

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

GULF INSTITUTE



WINNER OF THE AWARD FOR THE BEST
TRAINING INSTITUTE IN THE GULF