



E-Learning Training Program

Corporate Banking

(On Demand)



Program Overview

This course offers a clear and focused guide to the world of corporate banking. Participants shall dive into essential topics—from the relationship management skills today's bankers need to master, to advanced financing solutions and effective risk management strategies.

Program Objectives

Upon the completion of the program participants will be able to:

- Provide a comprehensive understanding of corporate banking, including its structure, functions, and key stakeholders.
- Develop management skills critical for building and maintaining successful client relationships in a corporate banking environment.
- Gain the knowledge of advanced financing solutions and risk management strategies used by modern corporate bankers.

Program Contents

This program will cover 37 tutorials spread to 5 topics as follows:

- ▶ Topic 1: Skills for Corporate Bankers.
- ▶ Topic 2: Corporate Banking Products (Credit).
- ▶ Topic 3: Corporate Banking Products (Noncredit).
- ▶ Topic 4: Trade Finance.
- ▶ Topic 5: Transaction Banking.

Topic 1: Skills for Corporate Bankers

- Functions & Roles.
- Client Profiling.
- Client Acquisition & Pitching.
- Relationship Management.
- Portfolio Management.
- Portfolio Management in Practice.
- Commercial Awareness.



- Preparing Credit Proposals.
- Negotiation Skills.

Topic 2: Corporate Banking Products (Credit)

- An Introduction.
- Short-Term Finance.
- Accounts Receivable Finance.
- Term Finance.
- Asset-Based Finance.
- Trade Finance.
- Project Finance.
- Syndicated Lending.

Topic 3: Corporate Banking Products (Noncredit)

- Cash Management.
- Payments.
- Risk Management.
- Corporate Banking & Interest Rate Risk – Scenario.
- Advisory & Other Services.

Topic 4: Trade Finance

- An Introduction.
- Open Account Trading.
- Documentary Collections.
- Letters of Credit – An Introduction.
- Letters of Credit in Practice.
- Uniform Customs & UCP 600.
- Bonds & Guarantees.
- Export & Import Finance.
- Export Credit Agencies (ECAs).



- Structured Trade & Commodity Finance.
- Documentation & Incoterms.

Topic 5: Transaction Banking

- An Introduction.
- Payments Services.
- Cash Management Services.
- Other Services.

Program Administration

Program Language

The program will be delivered in English.

Training Delivery

The program will be on demand in collaboration with the INTUITION Platform.

Target Audience

Aspiring corporate bankers, relationship managers, and finance professionals.

Program Level

Foundation / Intermediate.

Program Duration

1 month from the date of receiving the login credentials to complete all topics.

Certification

Certificate of Completion, after passing all topics with a minimum score of 70%.

Registration Fees

90 KD.

For further inquiries, please contact the program coordinator:

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