


E-Learning Training Program

Corporate Banking

(On Demand)




 kibs_kuwait

 kibskwait

 cs@kibs.edu.kw

 www.kibs.edu.kw

 +96522901100



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.
- Equip learners with 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 the following:

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

Topic 1: Skills for Corporate Bankers

- Corporate Banking – Functions & Roles
- Corporate Banking – Client Profiling
- Corporate Banking – Client Acquisition & Pitching
- Corporate Banking – Relationship Management
- Corporate Banking – Portfolio Management
- Corporate Banking – Portfolio Management in Practice
- Corporate Banking – Commercial Awareness
- Corporate Banking – Preparing Credit Proposals
- Corporate Banking – Negotiation Skills



Topic 2: Corporate Banking Products (Credit)

- Corporate Banking Products – An Introduction
- Corporate Banking Products – Short-Term Finance
- Corporate Banking Products – Accounts Receivable Finance
- Corporate Banking Products – Term Finance
- Corporate Banking Products – Asset-Based Finance
- Corporate Banking Products – Trade Finance
- Corporate Banking Products – Project Finance
- Corporate Banking Products – Syndicated Lending

Topic 3: Corporate Banking Products (Noncredit)

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

Topic 4: Trade Finance

- 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
- Trade Finance Documentation & Incoterms

Topic 5: Transaction Banking

- Transaction Banking – An Introduction
- Transaction Banking – Payments Services
- Transaction Banking – Cash Management Services
- Transaction Banking – Other Services



Program Administration

Program Language

The program will be delivered in English.

Program Study Hours

36 Hours 35 Minutes

Training Delivery

The program will be on demand in collaboration with INTUITION Platform

Target Audience

Aspiring corporate bankers, relationship managers, and finance professionals

Program Level

Foundation / Intermediate

Program Duration

1 month from user activation date to complete all topics

Certification

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

Registration Fees

90 Kuwaiti Dinar



For further inquiries, please contact the program coordinator:

Alaa AlYaqout

Officer – Operations Department

Tel: 22901159

Email: alaa.alyaqout@kibs.edu.kw / cc: operations@kibs.edu.kw

Website: www.kibs.edu.kw

Mariam AlQenaei

Coordinator – Training Department

Tel: 22901141

Email: Mariam@kibs.edu.kw

Website: www.kibs.edu.kw