

February 2018

Course Name	Course Description	Target Audience	Days	Date
Effective Leadership Skills	<ul style="list-style-type: none"> Improved delegation skills Maintaining a motivated workforce Effective coaching and counseling 	Middle /Senior Management	2	2/11/2018
Balance Score Card	<ul style="list-style-type: none"> Design a Balanced Scorecard for strategic advantage or daily operations at the division or unit level Link financial performance and key mission criteria to your organizational, divisional, program or unit strategy Improve value-added performance over time by recognizing core measures of customer-preferred outcomes Enhance employee approaches that support the best use of human capital in organizations 	Middle /Senior Management	3	2/13/2018
Rules of Cheques	<ul style="list-style-type: none"> Learn types of cheques Explain the provisions of the check General provisions for securities business as trade law. 	All Levels	2	2/17/2018
SME Banking Masterclass	<p>Lending to SME customers presents one of the greatest opportunities for commercial banks to pursue growth and profitability; at the same time it ties up a large amount of economic capital and represents substantial credit risk.</p> <p>Taught by an internationally experienced banking executive, the SME Banking Masterclass is designed to give delegates a comprehensive overview of how to build a successful SME banking strategy and how to raise the performance of their institution. This course draws on the knowledge and practical experience of an internationally experienced executive who has worked for some of the largest institutions in the world.</p>	<ul style="list-style-type: none"> Heads of regional businesses and branches Managers in branches responsible for SME banking Experts responsible for sales and distribution Managers from credit departments and risk management Experts responsible for corporate strategy and planning Banking and strategy consultants Human resources and training 	3	2/18/2018
Financing Small and Medium Enterprises – SME's	<p>In this course, participants get introduced to the role of small and medium enterprises in economic development and bank financing for these enterprises. They will also get trained on how to recognize the risks associated with lending such enterprises, assess and mitigate them</p>	<p>This course is directed to all staff working in retail banking or officials responsible for dealing with loans of small and medium enterprises, in banks or institutions.</p>	5	2/25/2018