



Bank and Finance

In three days, what the salesperson must know about Bank and Finance.

Objectives and Goals

This intensive and dense Workshop begins with the most basic concepts to achieve, through a progressive teaching method to a concrete description of all concepts and methods essential to know in banking tools.

The appresentation rid of all theoretical considerations, each point is illustrated by practical examples to facilitate the gradual acquisition of concepts.

Written materials will be provided for each participant, these documents contain, among other things, a glossary of key words encountered that will track the progress of the workshop and which can refer during a real-use conditions. Also, a bibliography will be provided for each topic.



Program

- **Banking System: What organization?**
 - Retail banking Retail
 - The bank BFI case
 - The equity Private
 - Other compartments (Leasing, Structuring, Council)
 - Chart (BNP, CA or SG)

- **Financial Instruments**
 - Basic Products
 - Derivatives
 - Structured products

- **Financial markets**
 - The scholarship Decks / alternatives
 - OTC / futures markets
 - The currency markets Forrex

- **Portfolio management**
 - Indices (ETF Tracker)
 - Funds (UCITS SICAV, FCP ...)
 - Technical management (Active, Passive, ALM)

- **Banking standards**
 - **IFRS accounting standards**
 - Basel II / Solvency II

- **Risk Management**
 - The various risks (market, credit, Operational, interest rate risk ...)
 - The importance of risk management
 - From Basel II to Basel III

- **Mergers / Acquisitions**
 - Processes, constraints and needs
 - Examples (BNP-Fortis)

- **Alternative finance**
 - ISR / Finance Ethics (Islamic finance)
 - Venture Capital

- **The Financial Crisis: What conclusions?**
 - Debate on the causes and consequences of the crisis

Progress

First day

9H-9-30: Breakfast

9 :30-12h30: The banking system: What organization?

12h: 30 - 13h: 30: Lunch break

13h: 30 - 17h: Financial Instruments

Second day

9H-9h-30: Breakfast

9h :30-12h30: - The financial markets

- Portfolio Management

12h:30- 13h :30: Lunch break

13h:30- 17h: - The banking standards

- Risk management

Third day

9H-9h-30: Breakfast

9h :30-12h30: - Merger and its problems

- The alternative finance

12h:30- 13h :30: Lunch break

13h:30- 17h: - Debate the turn of the financial crisis

- FAQs.

**To maintain a close workforce, we can provide this formation in any capital of Europe
within 5 days.**

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