

# **PUBLIC PROGRAMMES**

**JULY – DECEMBER**

# **2016**



# PUBLIC PROGRAMMES

ABS offers industry relevant public training programmes that cover a comprehensive list of banking areas and are designed and developed in-house by our Specialist Training Consultancy Team or in collaboration with strategic learning partners that includes some of the top business schools in the world.

Programmes offered are on a six-month interval, which enable us to review and update our course materials based on a more intelligent understanding of what banks need in this fast-changing dynamic financial services landscape.

While the programmes that you will see here in the following pages are offered for open enrolment, they can also be customized as in-house training to suit the needs of your organization. We also provide a broad spectrum of consultancy services to create tailor-made training programmes that are specifically aligned with your organization’s strategic learning requirements.

Please visit [www.asianbankingschool.com/our-programmes/public-programmes](http://www.asianbankingschool.com/our-programmes/public-programmes) to find out more details about our programmes.

Our public programmes are grouped into the banking areas of:

ALTERNATIVE FINANCE	LANGUAGE
BANKING OPERATIONS	MULTI-DISCIPLINES
COMPLIANCE	RISK MANAGEMENT
CORPORATE FINANCE	TRADE FINANCE
CREDIT	TREASURY / INVESTMENT
FINANCE	WEALTH MANAGEMENT



# COMPLIANCE

# AN INSIGHT INTO FOREIGN EXCHANGE ADMINISTRATION (FEA) RULES



## PROGRAMME DESCRIPTION

This introductory course covers the overall framework of the Foreign Exchange Administration Rules and the legal provisions relating to it including the new terminologies in the new Notices covering Directives to Financial Institutions on the general and specific operational requirements.

## LEARNING OBJECTIVES

Upon completion of the programme, participants will be able to understand the overall framework of the Foreign Exchange Administration Rules of Malaysia

## TRAINING METHODOLOGY

Illustrative diagrams for better understanding, interactive group discussions and sharing of practical experience

## PARTICIPANT PROFILE

All bank executives

## PROGRAMME DETAILS

Date : 4 August 2016 (1 day)	.....	Date : 26 October 2016 (1 day)
Time : 9:00 am – 5:00 pm	.....	Time : 9:00 am – 5:00 pm
Venue : Asian Banking School	.....	Venue : Asian Banking School

### Programme Fee\*

RM400 *per pax*  
*\*inclusive of 6% GST*

## ABOUT THE TRAINER

Officers of Foreign Exchange Administration Department, Bank Negara Malaysia

# NATIONAL LAND CODE FOR FINANCIAL INDUSTRY PROFESSIONALS



## PROGRAMME DESCRIPTION

This course sets out the key areas of the National Land Code which are the “must-knows” for bankers and financial industry professionals to safeguard their loans and investments. The course provides not just the facts but the rationale behind the legislations from one of the pioneering team members who drafted the National Land Code.

Jointly with:

**Symphony Digest**

## LEARNING OBJECTIVES

Upon completion of the programme, participants will be able to:

- Describe the regulatory framework for land matters
- Identify various types of land titles and rights of stakeholders
- Recognise the restraints on land dealings
- Discuss the impact on financiers where there is compulsory land acquisition
- Describe the recovery and foreclosure procedures
- Discuss the land development issues and legal solutions related to revitalising abandoned projects and lands occupied by squatters
- Identify types of fraud in land dealings and land transactions

## TRAINING METHODOLOGY

Lectures and discussions

## PARTICIPANT PROFILE

Financial industry professionals including executives from commercial and corporate banking, business banking, retail banking, investment banking, corporate finance, credit evaluation, special assets and recovery, risk and compliance, research analysts, REITs investors, fund managers and legal

## PROGRAMME DETAILS

Date : 19 October 2016 (1 day)  
Time : 9:00 am – 5:00 pm  
Venue : Asian Banking School

SIDC CPE

**10**  
CPE  
Points

Programme Fee\*

AICB Member : RM3,900 *per pax*  
Non-member : RM4,400 *per pax*  
*\*inclusive of 6% GST*

## ABOUT THE TRAINER

**PROFESSOR DATUK DR. NIK MOHD ZAIN BIN NIK YUSOF**

*Adjunct Professor, Universiti Putra Malaysia*

# STRATA TITLE, THE MINEFIELD IN REAL ESTATE A PRACTICAL GUIDE FOR BANKERS



## PROGRAMME DESCRIPTION

This course explains the intricacies of the existing and new laws governing high rise buildings and properties with strata title in order for bankers and financial industry professionals to ensure their rights are protected.

Jointly with:

**Symphony Digest**

## LEARNING OBJECTIVES

Upon completion of the programme, participants will be able to:

- Examine the changes that the new laws will bring to the property (strata title) industry in Malaysia and how the changes affect property investors and financiers
- Apply the key clauses in Strata Management Act and Strata Titles Act
- Examine the Gated Community Scheme

## TRAINING METHODOLOGY

Lectures and discussions

## PARTICIPANT PROFILE

Financial industry professionals including executives from commercial and corporate banking, business banking, retail banking, investment banking, corporate finance, credit analysts, credit reviewers, special assets and recovery, risk and compliance, research analysts, REITs investors, fund managers and legal

## PROGRAMME DETAILS

Date : 20 October 2016 (1 day)

Time : 9:00 am – 5:00 pm

Venue : Asian Banking School

SIDC CPE

**10**  
CPE  
Points

Programme Fee\*

AICB Member : RM3,900 *per pax*  
Non-member : RM4,400 *per pax*

*\*inclusive of 6% GST*

## ABOUT THE TRAINER

**PROFESSOR DATUK DR. NIK MOHD ZAIN BIN NIK YUSOF**

*Adjunct Professor, Universiti Putra Malaysia*

# ANTI-MONEY LAUNDERING, ANTI-TERRORISM FINANCING AND PROCEEDS OF UNLAWFUL ACTIVITIES ACT 2001: KNOW YOUR CUSTOMER AND COMPLIANCE



## PROGRAMME DESCRIPTION

This programme gives sound insight to compliance requirements under the Anti-Money Laundering, Anti-Terrorism Financing and Proceeds of Unlawful Activities Act 2001 (AMLATFPUAA 2001) and Bank Negara Malaysia Standards and Guidance. Participants will be able to conduct Customer Due Diligence and Enhanced Customer Due Diligence, recognize suspicious transactions of money laundering and the financing of terrorism and comply with internal reporting requirements, in line with AMLATFPUAA 2001.

## LEARNING OBJECTIVES

Upon completion of the programme, participants will be able to:

- Identify the risks and opportunities for money laundering arising from conventional, Islamic, electronic and internet banking
- Apply the 'Know Your Customer Policy' and conduct Customer Due Diligence and Enhanced Customer Due Diligence and identify suspicious transactions of money laundering and financing of terrorism
- State the responsibilities of banks and other financial institutions and their employees in compliance with the AMLATFPUAA 2001; and the consequences of non-compliance
- Enhance compliance programme effectiveness

## TRAINING METHODOLOGY

Lectures and discussions; questions & answers

## PARTICIPANT PROFILE

Compliance Officers and their assistants, officers, managers and above

## PROGRAMME DETAILS

Date : 24 – 25 November 2016 (2 days)  
Time : 9:00 am – 5:00 pm  
Venue : Asian Banking School

### Programme Fee\*

AICB Member : RM1,800 *per pax*  
Non-member : RM2,200 *per pax*  
*\*inclusive of 6% GST*

## ABOUT THE TRAINER

### DATIN DR LEE MEI PHENG

*Senior Partner, Delta Samen & Co Advocates.*

# UNDERSTANDING OF FOREIGN EXCHANGE ADMINISTRATION RULES



## PROGRAMME DESCRIPTION

This intermediate programme covers the prudential measures of Bank Negara Malaysia to support the overall macroeconomic objective in maintaining monetary and financial stability in Malaysia. The continuity to maintain liberal Foreign Exchange Administration Rules are covered under the Notices to support and enhance the competitiveness of the economy for trade, business and investment activities.

## LEARNING OBJECTIVES

Upon completion of the programme, participants will be able to:

- Relate to the foreign exchange administration policy and its rationale
- Identify the main responsibilities of banks in ensuring compliance with Foreign Exchange Administration Rules

## TRAINING METHODOLOGY

Interactive group discussions, case studies and sharing of practical experience

## PARTICIPANT PROFILE

All middle to senior-level bank executives

## PROGRAMME DETAILS

Date : 26 – 27 September 2016 (2 days)  
Time : 9:00 am – 5:00 pm  
Venue : Asian Banking School

Date : 16 – 17 November 2016 (2 days)  
Time : 9:00 am – 5:00 pm  
Venue : Asian Banking School

## ABOUT THE TRAINER

**ZOLKIFLI BIDIN**  
*Consultant, Asian Banking School*

SIDC CPE

**10**  
CPE  
Points

Programme Fee\*

AICB Member : RM2,200 *per pax*  
Non-member : RM2,700 *per pax*

*\*inclusive of 6% GST*



# FINANCIAL SERVICES ACT 2013 & BNM GUIDELINES: THE LAW & COMPLIANCE



## PROGRAMME DESCRIPTION

To regulate the financial services providers, the Financial Services Act 2013 (FSA) was introduced to ensure that bankers operate within the laws and regulations, and not abuse the banking system. This course will describe the legislative restrictions and requirements imposed under the FSA and Bank Negara Malaysia (BNM) Guidelines. In addition, the course covers practical examples of penalties imposed on employees in the banking industry for non-compliance.

Participants will be shown how to distinguish the purpose and application of the FSA and BNM Guidelines in safeguarding the interest of financial institutions. Participants will also gain knowledge on the full extent of BNM's powers of control and how they regulate the financial services providers.

## LEARNING OBJECTIVES

Upon completion of the programme, participants will be able to:

- Describe the legislative restrictions and requirements imposed on financial institutions under the FSA and penalties for non-compliance
- Distinguish the purpose and application of these provisions in safeguarding the interest of financial institutions
- Gain full knowledge of the extent of BNM's powers of control and how they regulate the financial services providers

## TRAINING METHODOLOGY

Combination of lectures, exercises and case studies to ensure that participants derive the maximum learning benefits

## PARTICIPANT PROFILE

All employees of financial institutions who are interested in the mechanism of the Financial Services Act 2013 and the relevant BNM Guidelines

## PROGRAMME DETAILS

Date : 6 October 2016 (1 day)

Time : 9:00 am – 5:00 pm

Venue : Asian Banking School

### Programme Fee\*

AICB Member : RM1,100 *per pax*  
Non-member : RM1,400 *per pax*

*\*inclusive of 6% GST*

## ABOUT THE TRAINER

### VIJAYARAJ R KANNIAH

*Managing Director & Principal Trainer, Visioon Business Solutions Sdn Bhd*



**CREDIT**

# CASE-BASED APPROACH TO ADVANCED FINANCIAL STATEMENT ANALYSIS



## PROGRAMME DESCRIPTION

Analysis of Financial Statements will require analyst to go beyond a fundamental understanding of the statements. The programme will highlight the importance of relating the numbers in the financial statements with the business nature as well as the circumstances surrounding the business. Case studies will be used to facilitate the transfer of experiential knowledge of the subject matter.

## LEARNING OBJECTIVES

Upon completion of the programme, participants will be able to:

- Understand how qualitative factors can affect the financial statement of a business entity
- Appreciate the impact of changes in the business operating cycle on its working capital
- Understand the borrowing causes
- Analyse effectively the cash flow in a business
- Assess key issues concerning a business' gearing
- Appreciate the integrated use of key ratios
- Capture the effects of creative accounting on financial statements
- Apply the various financial analysis tools & skills in assessing cases

## TRAINING METHODOLOGY

Largely case studies with some lectures

## PARTICIPANT PROFILE

Bank staff in Credit and those who are keen to understand and interpret financial statements

## PROGRAMME DETAILS

Date : 1 – 3 August 2016 (3 days)

Time : 9:00 am – 5:00 pm

Venue : Asian Banking School

### Programme Fee\*

AICB Member : RM3,000 *per pax*

Non-member : RM3,600 *per pax*

*\*inclusive of 6% GST*

## ABOUT THE TRAINER

### JOHNNY TAN HUNG MING

*Impact Management Consultancy (KL) Centre Sdn Bhd*

# PRESENTATION SKILLS FOR SUCCESSFUL CREDIT PROPOSALS



## PROGRAMME DESCRIPTION

Presentation is amongst the last phases of credit origination. One may have good credit at hand but may sometimes falter at the last hurdle due to poor presentation. This is made more challenging as the competitive lending market has necessitated banks to move towards the lower tier credits where the credit rationale and worthiness are less evident i.e., requiring more clarity, articulation and convincing on the part of Relationship Managers (RMs).

The above is compounded by the lessons learnt from the 1997 Asian Crisis and the 2008 Global Financial Crisis and what is happening today to the commodity and forex markets – where credit committees and approvers have greater expectations of due diligence to ensure that the loans underwritten are of acceptable quality.

Should RMs be unable to deliver at presentation, all origination and underwriting work will be in vain – thus, resulting in an inefficient credit process which compounds bottom line concerns already plaguing banks today. So, will a good marketer make a good presenter? While an outgoing personality may help, it does not necessarily make one a good credit presenter. This is because credit is fundamentally technical albeit having subjective elements. Should the RM lack credit skills, it would be very apparent to the credit committee or approvers. At the same time, if an RM is too technical and not at all street smart, this may be an impediment too as they may not be able to handle the very demanding expectations of credit committees or approvers today.

Thus, as a prerequisite, credits to be presented must firstly be of acceptable quality. Then, RMs must also possess good credit fundamentals. With these bedded down, the last mile would be strong presentation skills.

## LEARNING OBJECTIVES

Upon completion of the programme, participants will be able to:

- Be aware of basic credit fundamentals as a prerequisite to credit presentation
- Be aware of good credit writing and articulation skills as effective presentation is predicated upon well written credit papers
- Comprehend the expectations of credit committees / approvers
- Comprehend the dynamics of presentation and effective presentation
- Make presentations with more clarity, concisely and convincingly – ultimately being able to “sell” their credits easier

## TRAINING METHODOLOGY

The course will be workshop based comprising lectures, sharing of facilitator experiences, discussions and class exercises with group presentations based on live case studies. The module will also see the use of Thoth Capital's proprietary user friendly guides to help participants execute the various credit areas. Participants are encouraged to bring along their own cases (CA+ spreads) for discussions/ presentations but are reminded to maintain confidentiality by omitting or changing the names of the borrower and all relevant 3rd parties.

## PARTICIPANT PROFILE

Relationship Managers from SME, Commercial and Corporate Banking - junior, intermediate to advanced levels, personnel earmarked for RM positions and Non-RM's who are required to present credit proposals for approval.

## PROGRAMME DETAILS

Date : 4 – 5 October 2016 (2 days)  
Time : 9:00 am – 5:00 pm  
Venue : Asian Banking School

### Programme Fee\*

AICB Member : RM2,200 *per pax*  
Non-member : RM2,800 *per pax*  
*\*inclusive of 6% GST*

## ABOUT THE TRAINER

### LIM TIEN CHEE @ TC

Director and Managing Consultant, Thoth Capital Sdn Bhd

# PROJECT FINANCING STRUCTURES, RISKS AND ISSUES



## PROGRAMME DESCRIPTION

This course teaches the participants how to apply the fundamentals of project finance in order to develop bankable project finance structures and compare project finance structures as well as identify the pros and cons of the structures to the Project Company and financiers / investors.

Jointly with:

**Symphony Digest**

## LEARNING OBJECTIVES

Upon completion of the programme, participants will be able to:

- Distinguish between non-limited recourse financing with recourse financing
- Recognise the types and importance of project documents
- Develop project risk profile and discuss how to allocate and mitigate project risks
- Identify the importance of shareholders' commitment and types of shareholders' commitment
- Determine appropriate debt to equity ratio
- Interpret cash flow projection numbers and their significance to project finance
- Identify different types of collateral and covenants
- Apply the usage of collateral and covenants to project finance structures
- Distinguish between conditions precedent and conditions subsequent
- Apply the usage of conditions precedent and subsequent to project finance
- Discuss various project finance structures
- Discuss issues and risks of various project finance structures

## TRAINING METHODOLOGY

Largely case studies with some lectures

## PARTICIPANT PROFILE

Financial industry professionals including executives from commercial and corporate banking, business banking, investment banking, corporate finance, credit analysts, credit reviewers, fixed income investors, private equity investors and fund managers

## PROGRAMME DETAILS

Date : 5 – 6 October 2016 (2 days)  
Time : 9:00 am – 5:00 pm  
Venue : Asian Banking School

SIDC CPE

**10**  
CPE  
Points

Programme Fee\*

AICB Member : RM5,700 *per pax*  
Non-member : RM6,200 *per pax*  
*\*inclusive of 6% GST*

## ABOUT THE TRAINER

### SAW ANN PING

*CFA charterholder with over 20 years of experience in financial advisory, fund raising and consulting*

# CREDIT ANALYSIS FOR MICROFINANCE PRACTITIONERS



## PROGRAMME DESCRIPTION

This course covers the must-have skills for officers to assess creditworthiness of applicants for microcredit, be it at the banks or microfinance institutions. An understanding of credit principles and credit risk analysis will help officers to better evaluate credit application and make sound decisions. Practical examples will be used throughout the course to show applicability of each learning point.

## LEARNING OBJECTIVES

Upon completion of the programme, participants will be able to:

- Analyse the principles and processes of credit and lending
- Analyse lending risks, risk assessment and risk management
- Analyse relevant credit information
- Appraise the disbursement, collection and recovery process

## TRAINING METHODOLOGY

Learning is based on practical approaches through lectures, case studies, group activities, presentation of ideas and discussions

## PARTICIPANT PROFILE

Microfinance practitioners – field officers, credit officers, collection officers and relationship managers; bankers interested in microfinance, staff of NGOs and professionals in other fields interested in microfinance.

## PROGRAMME DETAILS

Date : 10 – 11 October 2016 (2 days)

Time : 9:00 am – 5:00 pm

Venue : Asian Banking School

### Programme Fee\*

AICB Member : RM2,200 *per pax*

Non-member : RM2,500 *per pax*

*\*inclusive of 6% GST*

## ABOUT THE TRAINER

TBA

# FINANCE

# CORPORATE TAXATION FOR BANKERS



## PROGRAMME DESCRIPTION

Tax payments take priority over debt servicing, taking away 25% of the company's taxable profit. Bankers and financial analysts must factor taxation in when reviewing company cash flows to determine whether to lend or invest. This is a foundation course that teaches the participants the overall Malaysian Tax System including tax treatment for companies that a bank typically finances, investment holding companies and financial institutions.

Jointly with:

**Symphony Digest**

## LEARNING OBJECTIVES

Upon completion of the programme, participants will be able to:

- Describe the basics of taxation
- Identify deductible expenses rules
- Identify capital allowances rules
- Determine how to calculate taxable income
- Identify the specific tax treatments applicable for industries typically financed by banks
- Differentiate the differences in taxation between unlisted and listed IHC
- Determine how the banking business is taxed under the specific section of the Income Tax Act for banks

## TRAINING METHODOLOGY

Lectures, discussions and exercises

## PARTICIPANT PROFILE

Financial industry professionals including executives from commercial and corporate banking, business banking, investment banking, credit analysts, corporate finance, fixed income investors and fund managers

## PROGRAMME DETAILS

Date : 19 September 2016 (1 day)

Time : 9:00 am – 5:00 pm

Venue : Asian Banking School

SIDC CPE

**10**  
CPE  
Points

Programme Fee\*

AICB Member : RM2,500 *per pax*

Non-member : RM3,000 *per pax*

*\*inclusive of 6% GST*

## ABOUT THE TRAINER

### YVONNE KHOO AI LING

*Group Head of Tax for one of the most recognisable brand companies in Malaysia*





# VALUATION OF COMPANIES

## PROGRAMME DESCRIPTION

This course teaches the types of valuation methodologies, and when and how to apply these methods to different businesses.

Jointly with:

**Symphony Digest**

## LEARNING OBJECTIVES

Upon completion of the programme, participants will be able to:

- Explain the various methodologies used in valuation of companies
- Determine the valuation method to be applied for different industries and whether the company is a going concern
- Discuss the differences in valuation method used for listed and non-listed companies
- Explain how a company's valuation will be adjusted based on the outcome of the SWOT analysis on the company
- Discuss value enhancement and hidden gems when the value of a company does not seem to be reasonable

## TRAINING METHODOLOGY

Lectures, discussions, exercises and case studies

## PARTICIPANT PROFILE

Financial industry professionals including executives from corporate banking, investment banking, corporate finance, fixed income investors, research analysts and fund managers. Having basic knowledge in finance is recommended.

## PROGRAMME DETAILS

Date : 8 September 2016 (1 day)  
Time : 9:00 am – 5:00 pm  
Venue : Asian Banking School

SIDC CPE

**10**  
CPE  
Points

Programme Fee\*

AICB Member : RM2,800 *per pax*  
Non-member : RM3,300 *per pax*  
*\*inclusive of 6% GST*

## ABOUT THE TRAINER

### ALVIN TAI SIEW SHEN

*Award-winning analyst with over 15 years of experience covering various industries*

# LANGUAGE

# PRACTICAL ENGLISH FOR BANKERS



## PROGRAMME DESCRIPTION

The 2-day, 14-hour course covers an overview of lexis and terminology related to the banking and finance industries. However, as we understand that skills are critical to business success, the programme is also focussed on equipping participants with the tools and confidence to become better communicators, both within their respective departments and externally.

All of the skills work undertaken by students on the course is framed and contextualised for the banking industry. Work is covered on the writing of reports and emails, with a final course assessment on presenting information orally (based on the earlier report task). The report task will focus on understanding trends, indicators and cycles within the banking industry.

During the course, our trainers will take the role of facilitator, empowering participants with the knowledge, 'best-practice' advice, and digital literacy to think critically and deliver results.

The course has been designed to fit into 2 days with the following 'bite-size' modules:

- Language: lexis, terminology and grammar
- Email writing
- Report writing
- Presentation skills

## LEARNING OBJECTIVES

Upon completion of the programme, participants will be able to:

- Have learnt a broader range of terminology and vocabulary related to the banking industry
- Be better able to describe and explain financial trends, economic trends, cycles and indicators in both written and spoken contexts
- Be better able to understand the language of balance sheets and income statements in order to make decisions on one's credit-worthiness"
- Be better able to explain banking products and services clearly and concisely
- Be better able to deal with difficult situations and complaints in a professional, accurate and friendly manner
- Have a fuller understanding of how to apply an appropriate tone and structure when writing financial reports
- Learn how to apply effective proof-reading strategies in written English
- Be more confident in their ability to converse, present and communicate in English

## TRAINING METHODOLOGY

Interactive sessions with end-of-course oral presentation and email writing assessment

## PARTICIPANT PROFILE

This course is ideal for bankers who wish to improve their business English language in a banking industry context

## PROGRAMME DETAILS

Date : 19 – 20 September 2016 (2 days)  
Time : 9:00 am – 5:00 pm  
Venue : Asian Banking School

### Programme Fee\*

AICB Member : RM2,500 *per pax*  
Non-member : RM3,000 *per pax*  
*\*inclusive of 6% GST*

## ABOUT THE TRAINER

Panel trainer from British Council



# MULTI-DISCIPLINES

# CREDIT REPORTING AND OPERATION OF CENTRAL CREDIT REFERENCE INFORMATION SYSTEM (CCRIS)



## PROGRAMME DESCRIPTION

This programme aims at educating bank officers on the functionalities of Credit Reporting and operation of Central Credit Reference Information System (CCRIS) to ensure correct and timely input of data, clarity of the end-to-end process and understanding of CCRIS Data Quality Reports.

## LEARNING OBJECTIVES

Upon completion of the programme, participants will be able to:

- Understand the main components of CCRIS
- Understand the entire processes of CCRIS data starting from submission of new application to account closure
- Understand the importance of maintaining data quality in CCRIS
- Analyse and interpret rejection reports and perform the rectification process
- Use CCRIS rejection and data quality reports as the tool for data quality assurance

## TRAINING METHODOLOGY

Combination of lectures, system walkthroughs, case studies and group discussions to ensure that participants derive the maximum learning benefits

## PARTICIPANT PROFILE

Statistical officers and officers of FIs, including those from branches, responsible for the preparation of CCRIS reporting

### Programme Fee\*

RM500 *per pax*  
*\*inclusive of 6% GST*

## PROGRAMME DETAILS

Date : 27 – 28 July 2016 (2 days)  
Time : 9:00 am – 5:00 pm  
Venue : Asian Banking School

Date : 7 – 8 September 2016 (2 days)  
Time : 9:00 am – 5:00 pm  
Venue : Asian Banking School

Date : 16 – 17 November 2016 (2 days)  
Time : 9:00 am – 5:00 pm  
Venue : Asian Banking School

## ABOUT THE TRAINER

Officers in charge of CCRIS at Statistical Services Department, Bank Negara Malaysia

# WORKING CAPITAL OPPORTUNITY SPOTTING FOR TRANSACTION BANKING



## PROGRAMME DESCRIPTION

The opportunity spotting workshop is framed around the client's working capital cycle, and uses a working capital simulation to take the banker into and through the world of the client. Along this journey, the banker will be required to apply their new found client knowledge to spot opportunities for banking solutions in a case study company. There will be a primary case study client which will evolve and grow over the course of the workshop, the participants will be required to analyse, spot opportunities and dollarize transaction banking solutions.

## LEARNING OBJECTIVES

Upon completion of the programme, participants will be able to:

- Understand the client's perspective, their key business drivers and financial metrics
- Understand key working capital metrics and strategies to improve them
- Identify opportunities and actionable insights from client/industry knowledge
- Analyse the end to end operating cycle of the target company
- Understand how transaction banking products add value to clients
- Evaluate and recommend transaction banking solutions

## TRAINING METHODOLOGY

Working capital simulation, case studies, client pitches and group presentation

## PARTICIPANT PROFILE

Corporate banking professionals, relationship managers and transaction banking sales managers. Having knowledge of Working Capital Basics (eLearning) and a good understanding of transaction banking products (ideally both cash and trade products) is recommended.

## PROGRAMME DETAILS

Date : 22 – 23 August 2016 (2 days)

Time : 9:00 am – 5:00 pm

Venue : Asian Banking School

Date : 14 – 15 November 2016 (2 days)

Time : 9:00 am – 5:00 pm

Venue : Asian Banking School

## ABOUT THE TRAINERS

### KIERAN MARNELL

Training Consultant, KPMG

### DARRELL ZAWADA

Training Consultant, KPMG

### JASON MANNELL

Training Consultant, KPMG

### Programme Fee\*

AICB Member : RM8,500 *per pax*

Non-member : RM10,500 *per pax*

*\*inclusive of 6% GST*

# CASH BALANCE OF PAYMENTS (BOP) STATISTICAL REPORTING THROUGH INTERNATIONAL TRANSACTIONS INFORMATION SYSTEM (ITIS)



## PROGRAMME DESCRIPTION

This programme aims at educating bank officers on BOP reporting and the functionalities of ITIS to ensure correct and timely input of data for reporting and clarity of the end-to-end process.

## LEARNING OBJECTIVES

Upon completion of the programme, participants will be able to:

- Understand the components and importance of BOP statistics
- Recognise the inter-linkages between BOP and International Investment Position (IIP)
- Enhance understanding on ITIS reporting requirements
- Understand the complete cycle of ITIS reporting
- Detect, avoid and prevent incorrect reporting classification

## TRAINING METHODOLOGY

Combination of lectures, system walkthrough, case studies and group discussions to ensure that participants derive the maximum learning benefits

## PARTICIPANT PROFILE

Statistical officers and other officers of financial institutions, including those from branches who are responsible for the preparation of ITIS reporting

### Programme Fee\*

RM280 *per pax*  
*\*inclusive of 6% GST*

## PROGRAMME DETAILS

Date : 28 September 2016 (1 day)

Time : 9:00 am – 5:00 pm

Venue : Asian Banking School

Date : 29 November 2016 (1 day)

Time : 9:00 am – 5:00 pm

Venue : Asian Banking School

## ABOUT THE TRAINERS

Officers in charge of ITIS reporting in Statistical Services Department, Bank Negara Malaysia.

# INTERNATIONAL INVESTMENT POSITION (IIP) REPORTING THROUGH EXTERNAL ASSETS AND LIABILITIES INFORMATION SYSTEM (EALIS)



## PROGRAMME DESCRIPTION

This programme aims at educating bank officers on the various statistical reporting requirements and the functionalities of EALIS to ensure correct and timely input of data for reporting and clarity of the end-to-end process.

## LEARNING OBJECTIVES

Upon completion of the programme, participants will be able to:

- Understand the components and importance of balance of payments (BOP) statistics
- Recognise the inter-linkages between BOP and IIP
- Enhance understanding on EALIS reporting requirements
- Understand the complete cycle of EALIS reporting
- Detect, avoid and prevent incorrect reporting classification

## TRAINING METHODOLOGY

Combination of lectures, systems walkthrough, case studies and group discussions to ensure that participants derive the maximum learning benefits

## PARTICIPANT PROFILE

Statistical officers and other officers of financial institutions, including those from branches who are responsible for the preparation of EALIS reporting

### Programme Fee\*

RM280 *per pax*  
*\*inclusive of 6% GST*

## PROGRAMME DETAILS

Date : 29 September 2016 (1 day)

Time : 9:00 am – 5:00 pm

Venue : Asian Banking School

Date : 30 November 2016 (1 day)

Time : 9:00 am – 5:00 pm

Venue : Asian Banking School

## ABOUT THE TRAINERS

Officers in charge of EALIS reporting in Statistical Services Department, Bank Negara Malaysia



# PALM OIL – INDUSTRY TRAINING FOR BANKERS AND FINANCIAL ANALYSTS



## PROGRAMME DESCRIPTION

This course teaches about the fundamentals of the plantation industry so participants can make informed decisions on whether to lend or invest. It also includes case studies on individual plantation companies.

Jointly with:

**Symphony Digest**

## LEARNING OBJECTIVES

Upon completion of the programme, participants will be able to:

- Describe the palm oil industry from upstream to downstream
- Outline the reasons for investing in downstream palm oil businesses
- Relate the age profile of the plantation to profitability of the business
- Discuss the outlook of the palm oil industry
- Analyse individual plantation companies

## TRAINING METHODOLOGY

Lectures, discussions and case studies

## PARTICIPANT PROFILE

Financial industry professionals including executives from commercial and corporate banking, investment banking, corporate finance, credit analysts, credit reviewers, fixed income investors, research analysts and fund managers

## PROGRAMME DETAILS

Date : 29 September 2016 (1 day)

Time : 9:00 am – 5:00 pm

Venue : Asian Banking School

### Programme Fee\*

AICB Member : RM2,900 *per pax*

Non-member : RM3,400 *per pax*

*\*inclusive of 6% GST*

## ABOUT THE TRAINER

### ALVIN TAI SIEW SHEN

*Award-winning analyst with over 15 years of experience covering various industries*

# FUNDAMENTALS, UPDATES AND OUTLOOK FOR THE OIL AND GAS INDUSTRY FOR BANKERS AND FINANCIAL ANALYSTS



## PROGRAMME DESCRIPTION

This course teaches about the fundamentals of the oil and gas industry so participants can make informed decisions on whether to lend or invest. It also includes the current issues, risks and outlook for the oil and gas industry going forward.

Jointly with:

**Symphony Digest**

## LEARNING OBJECTIVES

Upon completion of the programme, participants will be able to:

- Describe the oil and gas industry from upstream to downstream, including the key activities involved in each sector
- Recognise the importance of the O&G industry to the Malaysian and world economies
- Discuss the role of the government, oil majors, international organizations and Petronas
- Identify the activities, key players, assets & services involved in each sector of the oil and gas industry
- Differentiate between production sharing contract and risk sharing contract
- Discuss the factors affecting the price of oil and gas
- Identify the risks in the Oil & Gas industry
- Discuss current issues and outlook of the Oil & Gas industry

## TRAINING METHODOLOGY

Lectures and discussions

## PARTICIPANT PROFILE

Financial industry professionals including executives from commercial and corporate banking, investment banking, corporate finance, credit analysts, credit reviewers, fixed income investors, research analysts and fund managers

## PROGRAMME DETAILS

Date : 12 October 2016 (1 day)

Time : 9:00 am – 5:00 pm

Venue : Asian Banking School

### Programme Fee\*

AICB Member : RM2,900 *per pax*

Non-member : RM3,400 *per pax*

*\*inclusive of 6% GST*

## ABOUT THE TRAINER

### MOHD NAZERY BIN MOHD KHALID

*Head of Planning & Development at Boustead Heavy Industries Corporation Bhd*

# RISK MANAGEMENT



# WHISTLEBLOWING AND CYBERFRAUD

## PROGRAMME DESCRIPTION

It is never an easy decision to make when you know the step you need to take may cost you everything you have; not only your career and reputation but your life as well. But, you know it is the right thing to do.

Whistleblowers put their careers, reputation and at times even their lives at stake in exposing unethical actions, unfair treatments and abuse of authority within their organisations. Those actions could lead to fraud, resulting in massive financial losses and tarnishing the reputation of the organizations which took years to build. What comes next is negative judgements and loss of confidence in the organizations by the public.

In today's fast-moving environment, social media has become the main platform for dissemination of information by society. Journalists, lawyers and technology experts have a joint responsibility to protect whistleblowers, as they literally put the public interest before their own.

## LEARNING OBJECTIVES

Upon completion of the programme, participants will be able to:

- Understand the criticality in protecting whistleblowers
- Recognize and discuss the opportunities and conflicts that can arise when working to protect whistleblowers in the information age
- Recognise the positioning of internal audit in relation to whistleblowing

## TRAINING METHODOLOGY

Active learning, video, case studies, open space (identify emerging questions / challenges and work on them) and reflection dialogue

## PARTICIPANT PROFILE

All senior management team of banks and those who wish to learn about Whistleblowing and Cyberfraud

## PROGRAMME DETAILS

Date : 8 – 9 August 2016 (2 days)

Time : 9:00 am – 5:00 pm

Venue : Asian Banking School

### Programme Fee\*

AICB Member : RM2,500 *per pax*

Non-member : RM3,100 *per pax*

*\*inclusive of 6% GST*

## ABOUT THE TRAINER

### WEE HOCK KEE

*CG Board Asia Pacific*

# WARNING SIGNALS AND LESSONS LEARNED IN CORPORATE CREDIT



## PROGRAMME DESCRIPTION

The purpose of this two-day workshop is to refine the analytic skills needed to appropriately identify and assess credit deterioration. It will also help participants to determine a company's ability to improve performance or repair the existing capital structure. This workshop will draw upon lessons learned from the credit crisis to determine sustainable level of indebtedness, the robustness of deal structures, and what actions can be taken to limit loss to the bank. Current trends in the marketplace will be examined in order to highlight any potential risk trends.

Jointly with:

**Fitch**Learning

## LEARNING OBJECTIVES

Upon completion of the programme, participants will be able to:

- Identify companies most susceptible to credit deterioration and the factors that will impact the likelihood of default or the need for distressed exchange of debt
- Review a company's funding structure in context of its sector and operating performance to determine whether the existing structure will effectively mitigate credit deterioration or the extent to which it has the potential to reduce lenders' recovery rates
- Appreciate the importance of safeguards to enable early intervention in deteriorating credits and the correlation between early intervention and ultimate recovery rates in distressed credits

## TRAINING METHODOLOGY

The workshop will be highly practical and use real-life based case studies and examples

## PARTICIPANT PROFILE

Experienced credit risk managers, relationship managers, fixed income investors and other finance professionals looking to sharpen their analytic skills and apply them in context of an economic downturn

## PROGRAMME DETAILS

Date : 26 – 27 September 2016 (2 days)  
Time : 9:00 am – 5:00 pm  
Venue : Asian Banking School

### Programme Fee\*

AICB Member : RM7,500 *per pax*  
Non-member : RM9,500 *per pax*

*\*inclusive of 6% GST*

## ABOUT THE TRAINER

### ZAHID FARUKI

*Training Consultant, Fitch Learning*

# OPERATIONAL RISK IN FINANCIAL INSTITUTIONS



## PROGRAMME DESCRIPTION

The goal of this workshop is to provide participants with a thorough understanding of a broad range of risks faced by banks. There is a specific focus on operational risk and the importance of operational risk management, relating this directly to the experience of the participants and relating directly to their daily roles. It encompasses how risks are categorised, quantified, monitored and managed.

Jointly with:

**Fitch**Learning

## LEARNING OBJECTIVES

Upon completion of the programme, participants will be able to:

- Identify, categorise and quantify credit, market, liquidity and operational risk and how these arise within the context of financial institutions' main business activities
- Recognise the systems, procedures and cultural aspects necessary for an organisation to successfully manage these risks
- Describe the Principles of Sound Operational Risk Management introduced by the Basel Committee on Banking Supervision and how these can be used by banks to guide their management of operational risk
- Evaluate the main techniques, systems and procedures for management of operational risk and their relative merits and drawbacks
- Appreciate that banks need to set aside capital for market, credit and operational risk and the approaches available to a bank under Basel III for the calculation of capital requirements

## TRAINING METHODOLOGY

The workshop will be highly practical and use real-life based case studies and examples

## PARTICIPANT PROFILE

This course is appropriate for operations management, operations staff, trading floor managers and COO staff and to improve their understanding of risk. The course is also appropriate for those assuming responsibility for risk management or in junior risk management positions seeking a greater understanding of the real world practicalities of risk management. It is also appropriate for all individuals within middle office, operations and compliance roles without specific operational risk management responsibilities.

Please note that while Basel III is touched upon, this course introduces the concepts rather than drilling into the technical aspects. This course focuses very much on the practical day-to-day impact of operational risk in the work place.

## PROGRAMME DETAILS

Date : 19 – 20 October 2016 (2 days)  
Time : 9:00 am – 5:00 pm  
Venue : Asian Banking School

### Programme Fee\*

AICB Member : RM7,500 *per pax*  
Non-member : RM9,500 *per pax*  
*\*inclusive of 6% GST*

## ABOUT THE TRAINER

### JASON SCOTT

*Training Consultant, Fitch Learning*

# TRADE FINANCE

# THE ESSENCE OF INTERNATIONAL TRADE



## PROGRAMME DESCRIPTION

This intermediate programme provides an overview of how international trade alters the value chain of domestic companies, thereby spurring the globalization process in the trade phase. It highlights the growing importance of intra-Asia trade flow given the emergence of ASEAN Economic Community (AEC). This programme will equip the front-liners with the essential knowledge and rules of international trade.

## LEARNING OBJECTIVES

Upon completion of the programme, participants will be able to:

- Gain an overview of international trade
- Understand key elements in import and export transactions
- Differentiate the features, mechanisms and applications between documentary collection and documentary credit
- Learn the methods of payment in international trade
- Know the various types of trade financing, underlying risks and measures to mitigate risks
- Able to offer trade services to customers successfully

## TRAINING METHODOLOGY

Sharing of practical experiences and best market practices resulting from human errors, interactive discussions and case studies.

## PARTICIPANT PROFILE

Trade Sales Executives, Relationship Managers and Branch Managers

## PROGRAMME DETAILS

Date : 17 – 18 August 2016 (2 days)  
Time : 9:00 am – 5:00 pm  
Venue : Asian Banking School

### PROGRAMME FEE\*

AICB Member : RM2,200 *per pax*  
Non-member : RM2,800 *per pax*  
*\*inclusive of 6% GST*

## ABOUT THE TRAINERS

### ZOLKIFLI BIDIN

*Consultant, Asian Banking School*

### DON HODGES

*Consultant, Asian Banking School*





# TRADE RISK PARTICIPATION

## PROGRAMME DESCRIPTION

This course provides participants with an overview of risk distribution, along with a full day review of the Master Risk Participation Agreement standard format.

Today, more than ever, banks need to ensure the efficiency of their balance sheets. Owners of capital demand increasingly higher returns, regulators are requiring more capital to undertake the same business lines, the right kind of dependable liquidity is expensive and a bank's liquidity is highly scrutinised.

How does all this impact trade finance? Every business line is competing for capital and liquidity to support its growth. The better the returns, the more sustainable the growth, and the less capital and liquidity tied up in a business, the more attractive that business will be.

Risk distribution can improve all of these measures.

## LEARNING OBJECTIVES

Upon completion of the programme, participants will be able to:

- Understand why banks distribute risk
- Understand the risks in risk distribution
- Understand the forms of distribution
- Understand the counterparts in risk distribution
- Understand the MRPA

## TRAINING METHODOLOGY

Sharing of practical experience and best market practice, interactive discussion, case studies

## PARTICIPANT PROFILE

Financial Institution RMs, ALM executives

## PROGRAMME DETAILS

Date : 4 – 5 October 2016 (2 days)  
Time : 9:00 am – 5:00 pm  
Venue : Asian Banking School

### Programme Fee\*

AICB Member : RM2,700 *per pax*  
Non-member : RM3,300 *per pax*  
*\*inclusive of 6% GST*

## ABOUT THE TRAINERS

### DON HODGES

*Consultant, Asian Banking School*

### JOSHUA COHEN

*Over 25 years of experience in the financial services industry*



# TREASURY / INVESTMENT

# TREASURY PRODUCTS AND SOLUTIONS – FOUNDATION



## PROGRAMME DESCRIPTION

The programme is designed for treasury sales or relationship managers within a bank so they better understand the full range of products they have to offer clients and their practical applications. The focus of the material is on the end client being a corporate treasury unit. The participants will have greater knowledge of the products, and while some maths will be required it is not intended as maths-intense or a programme on “pricing”.

## LEARNING OBJECTIVES

Upon completion of the programme, participants will be able to:

- Define the fundamentals of treasury products
- Recognise the structure of treasury products
- Explain treasury products better

## TRAINING METHODOLOGY

Series of lectures, questions and exercises as well as case studies

## PARTICIPANT PROFILE

Treasury sales and relationship managers within a bank

## PROGRAMME DETAILS

Date : 20 – 21 September 2016 (2 days)

Time : 9:00 am – 5:00 pm

Venue : Asian Banking School

### Programme Fee\*

AICB Member : RM6,000 *per pax*

Non-member : RM6,600 *per pax*

*\*inclusive of 6% GST*

## ABOUT THE TRAINER

### TODD H. JAMES

*20 years international banking experience, includes risk management, debt capital markets, derivatives trading and investments*

# TREASURY PRODUCTS AND SOLUTIONS – ADVANCED



## PROGRAMME DESCRIPTION

This advanced programme on derivatives sets out to provide delegates with a deeper understanding of Derivatives (Forward, Futures, Options and Swaps). It is designed to give the participants greater knowledge of the products, including pricing.

## LEARNING OBJECTIVES

Upon completion of the programme, participants will be able to:

- Explain the structure of derivative products
- Understand better the pricing structure of derivative products
- Explain the sensitivity of derivative products to pricing variables

## TRAINING METHODOLOGY

Series of lectures, questions and exercises as well as case studies

## PARTICIPANT PROFILE

Users and marketers of derivatives, and will be useful for new or junior traders. However, the programme is not designed as an advanced course for derivative traders.

## PROGRAMME DETAILS

Date : 24 – 25 October 2016 (2 days)  
Time : 9:00 am – 5:00 pm  
Venue : Asian Banking School

### Programme Fee\*

AICB Member : RM6,000 *per pax*  
Non-member : RM6,600 *per pax*  
*\*inclusive of 6% GST*

## ABOUT THE TRAINER

### TODD H. JAMES

*20 years international banking experience, includes risk management, debt capital markets, derivatives trading and investments*



# WEALTH MANAGEMENT

# GOOD 2 GREAT: RELATIONSHIP MANAGEMENT



## PROGRAMME DESCRIPTION

This programme has been designed for Relationship Managers in the Wealth Management Division. The outline reflects the key focus areas for young professionals and/or experienced managers in the Wealth Management Originating and Client Coverage Team sustaining an entrepreneurial attitude, focus and discipline to procure deeper relationships with existing clients and maintain existing relationships. The focus is also on acquiring new clients and nurturing existing customers; enhancing relationships to maximise output.

## LEARNING OBJECTIVES

Upon completion of the programme, participants will be able to:

- Improve prospecting skills and confidence in approaching new and existing clients
- To make powerful and impactful “selling”
- Have a greater understanding of their own strengths and weaknesses in their communication style and in developing impactful presentations
- Increase their skills and abilities when planning, leading and participating in internal and external negotiations
- Become a more effective Relationship Manager

## TRAINING METHODOLOGY

The training is conducted using case studies and toolkits with at least one real client ‘role play’. The workshop is designed around practical and real experience, and taught by featuring “REALISATION” sessions and “TOOLKITS”.

## PARTICIPANT PROFILE

Relationship Managers in Wealth Management divisions of banks

## PROGRAMME DETAILS

Date : 8 – 10 September 2016 (3 days)

Time : 9:00 am – 5:00 pm

Venue : Asian Banking School

### Programme Fee\*

AICB Member : RM4,500 *per pax*

Non-member : RM5,500 *per pax*

*\*inclusive of 6% GST*

## ABOUT THE TRAINER

**SURAJ MISHRA**

*CEO, Aprikot Pte Ltd*



The **ASIAN BANKING SCHOOL (ABS)** is the industry provider of premium professional certification and capability development programmes. Dedicated to developing talent, it specializes in professional banking education and serves as a channel for intellectual content and thought leadership for the banking sector.

Created for the industry by the industry as an independent entity, ABS was built upon the decades-long experience of the Institute of Bankers Malaysia (IBBM) in delivering professional qualifications and training programmes. It was registered in 2012 and after its official launch by the Bank Negara Malaysia Governor at the end of 2013, ABS started full operations in August 2015.

At the helm of ABS is Chief Executive Officer Professor Colyn Gardner, who has had a long illustrious career immersed in banking. He has been a practising banker, a banking consultant to many of the world's largest banks and organisations, an innovative training course developer, a professor of banking, a successful Conference Speaker on banking topics and a corporate client of banks. He founded and built several companies that have listed on the London Stock Exchange, including DC Gardner Group plc; the largest and leading banking training consultancy of its time, and a name that is still respected around the world today. His entrepreneurial and innovative spirit, commitment and strength in the areas of talent development will see him steering ABS towards its strategic direction in delivering highly regarded training for banking professionals internationally.

As one of the industry's preferred partner in learning and development, ABS offers industry relevant training programmes that cover a comprehensive list of banking areas and are designed and developed in-house by our Specialist Training Consultancy Team or in collaboration with strategic learning partners that includes some of the top business schools in the world. It also provides specialised consulting services and tailored learning solutions to meet the specific needs of our clients; with executive education offerings already being planned for in the near future.

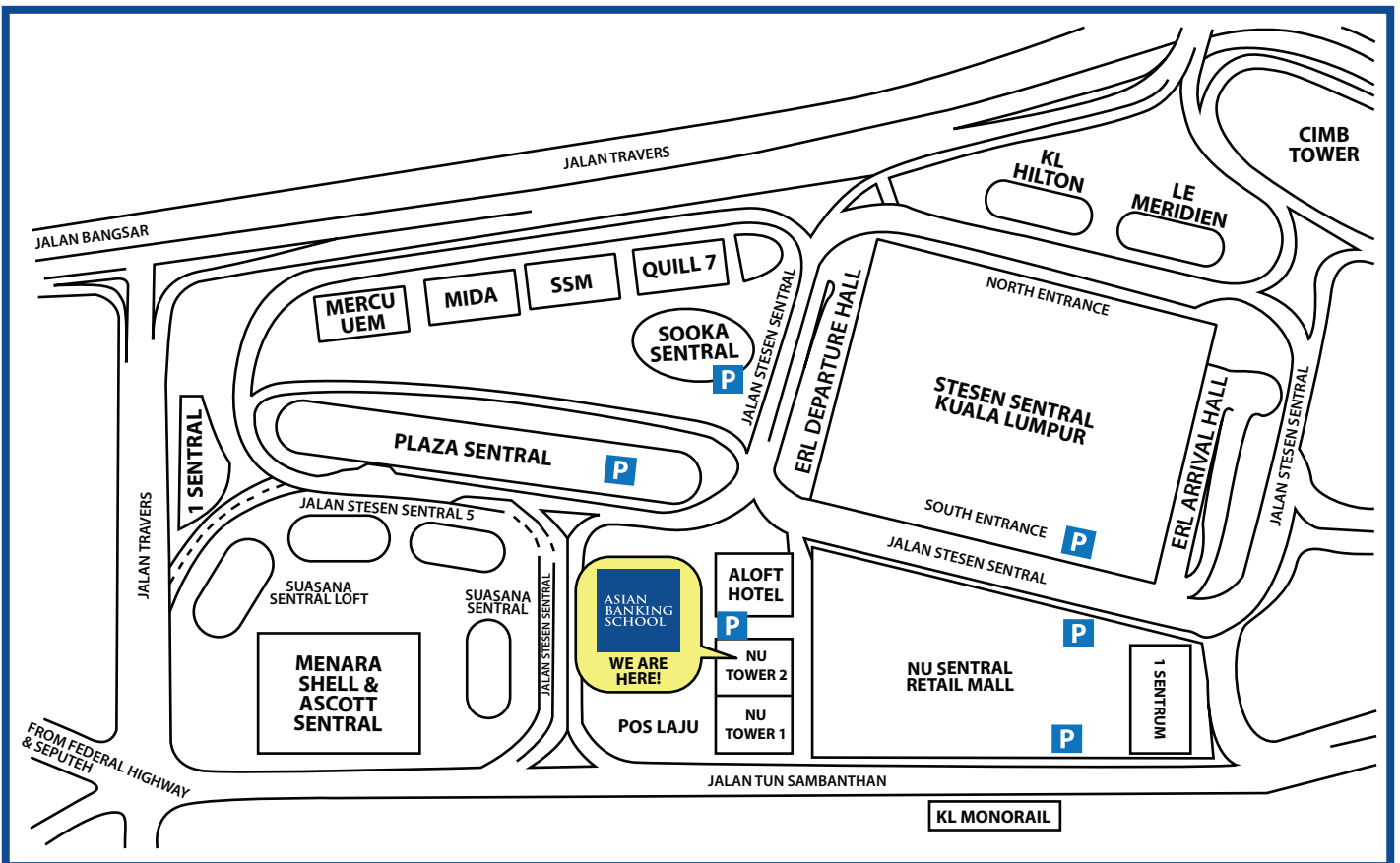
ABS works closely with the Asian Institute of Chartered Bankers in raising competency standards for the banking industry through the delivery of training and exams for professional qualifications developed and awarded by the professional body.

ABS also plays a significant role in enriching the talent pipeline for the financial services sector through the industry recognised Financial Sector Talent Enrichment Programme (FSTEP).

Guided by the transformation blueprint for the Malaysian banking education landscape, it is the aim of ABS to innovate the approach of developing talent, and in turn raise the calibre and dynamism of professionals in the industry.

## GETTING TO ABS

The Asian Banking School (ABS) is conveniently located in Nu Tower 2 in the new business hub of the city, Kuala Lumpur Sentral. Adjacent to Aloft Hotel and next to the NU Sentral Shopping Mall, it is only steps away from Kuala Lumpur Sentral Station, Malaysia's largest transit hub, and a 5-minute walk from the Monorail Station.



### Contact details:

#### Asian Banking School

Level 12, NU Tower 2  
Jalan Tun Sambanthan  
50470 Kuala Lumpur Sentral  
Kuala Lumpur, Malaysia

Tel: +603-2742 7822

Email:

[enquiries@asianbankingschool.com](mailto:enquiries@asianbankingschool.com)

Website: [www.asianbankingschool.com](http://www.asianbankingschool.com)

### Getting to ABS:

- **Option 1: Travel by car**
  - Park at NU Tower / Aloft Hotel visitor car park; or
  - Park at NU Sentral
- **Option 2: Travel by rail (stop at KL Sentral Station)**
  - KTM Komuter
  - Rapid KL (Kelana Jaya Line)
  - KLIA Transit
  - KLIA Express
  - KL Monorail



**For enquiries, please contact:**

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50470 Kuala Lumpur, Malaysia  
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