

**The London Institute
of Banking & Finance**

In Partnership with



ADGM ACADEMY
أكاديمية سوق أبوظبي العالمي

Introducing Progress



Developing Future Leaders in Banking and Finance

How do you develop the leaders of tomorrow? Supporting the need for immediate training whilst creating a consistent level of skills and expertise?

Progress is an innovative and unique offering from The London Institute of Banking & Finance, provided on an exclusive basis by ADGM Academy throughout the MENA region.

An Expert Partnership

Abu Dhabi Global Market Academy

ADGM Academy is a new venture by Abu Dhabi Global Market, the International Financial Centre (IFC) in the heart of the UAE. The Academy has been established with the intention of becoming a leading provider of world class financial research, training and financial literacy in the MENA region. This will be achieved by delivering world class educational and experiential programmes across a range of topics and qualifications in banking, finance, leadership, entrepreneurship, technical competency and soft skills.

The ADGM Academy encompasses six different schools, of which the School of Banking & Finance has been established in close partnership with The London Institute of Banking & Finance.

The London Institute of Banking & Finance

Based in the City of London since 1879, The London Institute of Banking & Finance advance banking and finance by providing outstanding education tailored to the needs of business and individuals.

Our undergraduate, postgraduate and apprenticeship degrees in banking and finance are specific to role requirements and delivered by respected industry practitioners. As a result our students graduate with a recognised professional status and are prepared to advance the sector.

Today we are the only UK specialist provider of dedicated personal finance qualifications for children and young people and play a leading role in the development of financial understanding in the wider community.

We work with banking and finance sector experts to develop our professional qualifications in banking, regulated advice and international trade finance. Our aim is to help both individuals and organisations to perform better. All of our qualifications are therefore providing clear career paths to match industry need and professional recognition and can lead to Chartered Associateship status..

Introducing Progress

Historically, face-to-face training within the banking sector has been fragmented, delivered by multiple suppliers with varying degrees of quality. In addition, inconsistencies in course architecture have presented significant challenges for staff development. These issues mean that face-to-face training courses rarely provide credible accreditation or certification and don't lead to academically validated qualifications.

Progress addresses these issues, offering a full portfolio of courses covering all aspects of retail, corporate and investment banking, and integrating new topics such as digital banking and FinTech. Our trainers are all experienced bankers who have been rigorously selected to deliver outstanding training.

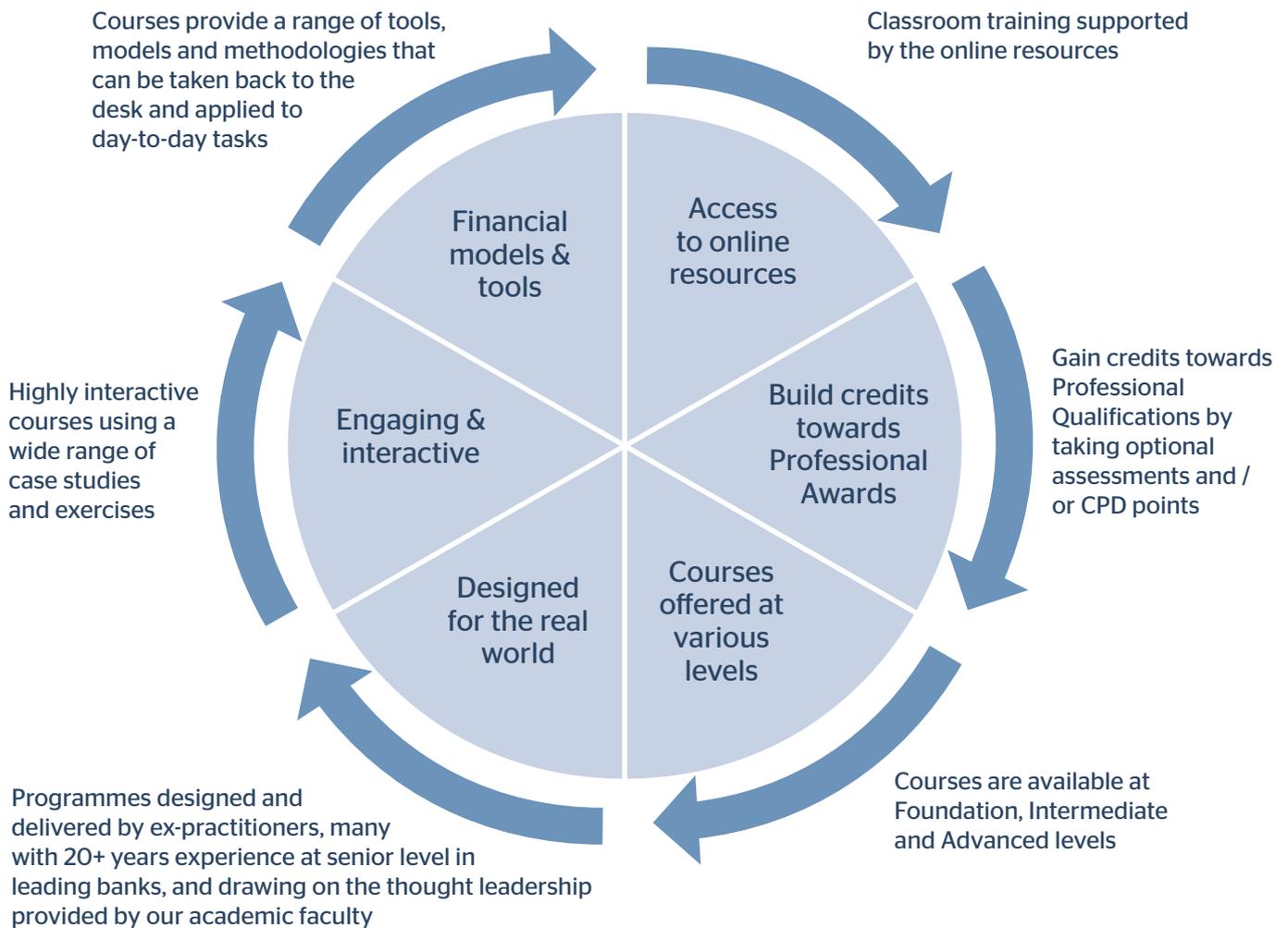
Progress delegates can earn credits towards our range of professional qualifications at the same time as enhancing their immediate value in the workplace.



How Progress Works

Progress is a portfolio of face-to-face short courses, covering the full spectrum of technical and interpersonal skills required by today's banker, which can build into internationally recognised professional qualifications.

We are proud to support ADGM Academy in offering Progress to clients throughout the MENA region.





>> Quality

Progress courses have been thoroughly researched and designed to meet delegate levels of expertise. Direct and practical commercial relevance is at the core of our offering, with delegates delivering immediate benefit to you, their employer.

Our courses are delivered by our carefully selected academic community. Each trainer has long and relevant experience. Many have been Heads of Business or Managing Directors in the banking sector, and all are skilled at delivering face-to-face in-house training.

Courses are engaging and interactive, including a combination of case studies and exercises that encourage discussion and group work.

>> Tailored to your Needs

Progress covers all main areas of banking and can be customised to your needs. We can add additional relevance by incorporating case studies, documentation and procedures from your institution.

>> Diagnostics, Feedback and Feedforward

Progress can undertake capability assessments of teams and key employees to develop tailored training programmes to address any capability and capacity needs. We will also provide comprehensive feedback on the performance and capabilities of course attendees and feedforward guidance on future training needs.

>> Face-to-face and Online Blended

Help your staff to take control of their learning and build professional competency with a comprehensive in-house learning environment, carefully selected online resources and access to our e-library, KnowledgeBank.

>> Credit Towards Qualifications

By taking an online post-course assessment, delegates who have successfully completed the course can receive credits towards qualifications within our Professional Qualifications Framework (see page 9).

Delegates who opt out of assessment, or are unsuccessful, will still receive a certificate of attendance at an accredited programme from The London Institute of Banking & Finance.

Credits from our Progress courses can contribute towards completion of qualifications within our Professional Qualifications Framework, from Certificate level to Chartered Associateship.

Learning at Every Level

We offer courses at **Foundation** (Practitioner), **Intermediate** (Professional) and **Advanced** (Expert) levels.

>> Foundation:

- For new entrants and staff working at junior levels within the bank.
- For professionals from separate businesses seeking a solid introduction to the banking industry.
- Provides a range of Certificate qualifications in specialist areas such as Retail and Commercial Banking Conduct.
- Qualifications at this stage provide a good foundation for further progression.
- Those holding a Certificate level qualification are eligible to apply for Membership of The London Institute of Banking & Finance.

>> Intermediate:

- For more experienced professionals.
- Gain a robust understanding of adjacent businesses: for example, relationship managers pursuing better product knowledge, or product specialists looking to understand credit analysis.
- Offers a range of industry recognised qualifications designed to support those in management and graduate entrant roles.
- Candidates who achieve 60 credits at this stage, including the Conduct of Business qualifications, are eligible to achieve the Professional Diploma in Banking & Finance (PDipB&F) designation and apply for Associate status of The London Institute of Banking & Finance.
- 30 of the required 60 credits can be achieved by undertaking Progress training courses.



>> Advanced:

- o Aimed at practitioners in the subject area of the course who want to extend their technical skills and ensure that they are fully up to date with best practice and advanced analytical techniques.
- o This is the pathway to Chartered status and is designed for those in, or aspiring to, senior roles.
- o To be awarded Chartered Associate status, candidates are required to hold the PDipB&F (or equivalent), complete a further 60 credits at Level 6 and have three years of relevant experience.
- o Chartered status is maintained through membership of The London Institute of Banking & Finance and a commitment to a programme of annual Continuing Professional Development (CPD).
- o 30 of the required 60 credits can be achieved by undertaking Progress training courses.

Our Interpersonal skills courses are not differentiated into the three levels but are adapted to reflect the experience and seniority of the audience.

Graduate Training

We can combine courses from the Progress portfolio to create a relevant and attractive programme for new-hire graduates. Graduates can receive accreditation, course credits and, ultimately, a qualification.

High quality structured training is a critical incentive that attracts the best talent to your bank.



Progress Course Content

Looking for a bespoke solution? We are always happy to discuss tailored offerings to suit your business needs. Detailed outlines can be supplied upon request.

We offer courses covering the following subjects. In almost all cases, the courses can be delivered at Foundation, Intermediate or Advanced level as required.

Retail Banking

Customer Service Digital Product Development	Retail Product Development Credit Scoring & Data Analytics
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Credit

Credit Analysis & Credit Risk - Corporate Credit Analysis & Credit Risk - SMEs Credit Analysis & Credit Risk - Banks & Other Financial Institutions Sovereign & Public-Sector Credit Analysis Credit Ratings	Credit Structuring & Documentation Credit Application Writing Credit Portfolio Management Financial Distress & Restructuring Problem Loan Management
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Corporate Banking

Asset Based Lending & Leasing Cash Management and Transaction Banking Contractor Finance Corporate Financial Risk Management International Trade Finance	Islamic Banking & Finance Project Finance Receivables Financing SME Lending Treasury Products for Relationship Managers
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Corporate Finance & Capital Markets

Accounting & Financial Statement Analysis Corporate Transactions (Mergers and Acquisitions) Corporate Transaction Modelling Debt Capital Markets Derivatives (FX, Equity, Rates and Fixed Income, Credit, Commodities) Equity Capital Markets Equity Valuation, Corporates & Banks Financial Modelling & Excel Skills Fixed Income and Bonds	Foreign Exchange Islamic Asset Management Islamic Capital Markets Leveraged and Acquisition Finance Market Risk Measurement & Management Money Markets Options Securitisation Structured Products Wealth & Asset Management
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Interpersonal Skills for Bankers

Leadership Questioning & Listening Skills Effective Teamwork Telephone Dynamics Skills Negotiation Skills	Pitching & Presentation Skills Structured Relationship Management Personal Effectiveness Sales & Closing Managerial Skills in Banking & Finance
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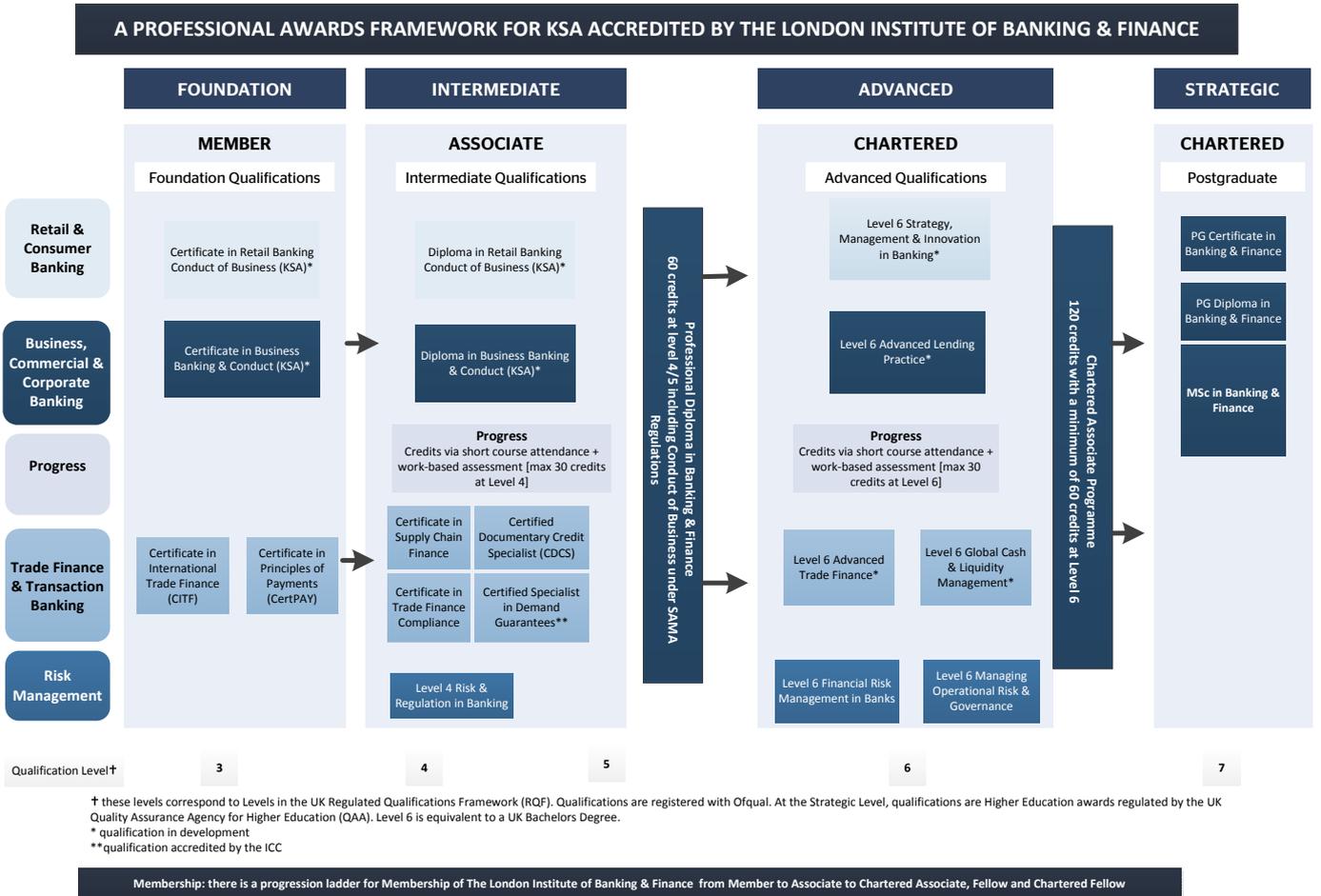
Whole Bank Issues & Risk Management

AML, CFT and KYC - International best practice Asset & Liability Management - Best Practices Bank Funding & ALM Block-chain and crypto-currencies Conduct of Business & Ethics Corporate Governance	CVA & Counterparty Credit Risk Digital Banking Funds Transfer Pricing Impact of Basel Regulation Treasury & Liquidity Management
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Professional Qualifications Framework

Our Professional Qualifications Framework provides clear pathways for career development and professional recognition through to Chartered status.

Whether the delegate is new to the industry, keen to upskill their technical knowledge or are an experienced practitioner, our framework supports individuals and organisations to develop the knowledge, skills and competence required of today's banking and finance professionals.



Progress Courses Near You

Progress courses are available in both open and in-house formats. Our in-house courses can be fully customised to the client's requirements in terms of both subject matter and in-house case studies.

Open Courses

Progress open courses will be initially offered at Abu Dhabi Global Market Academy. This state-of-the-art facility provides an outstanding venue for training and is conveniently located in the GCC region.

In future, subject to demand, open courses will also be offered in the Kingdom of Saudi Arabia.

In-House & Bespoke Courses

In-house courses can be delivered at your own premises or at a commercial venue convenient for your staff. ADGM Academy facilities are also available for in-house programmes if you prefer.



Better Outcomes with Progress

Progress from The London Institute of Banking & Finance offers an industry leading solution to developing banking professionals of the highest quality. As an academic institution with a 140-year heritage in the banking world, our mission is to deliver outstanding financial education. This means practical and commercially relevant courses that equip bankers to prosper in today's fast changing industry.

Supported by the ADGM Academy, we are proud to offer a solution that truly empowers institutions throughout the MENA region and beyond.



Contact Us Today

To discuss how we can support the learning and professional development of your employees, please contact:

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