



ICA 2018 CREDIT MANAGEMENT TRAINING PROGRAMMES

JANUARY:

Work Place Attitudinal Management Course

Date: Jan. 10th – 11th, 2018 **Time:** 10.am Prompt
Venue: 213, Igboere Street, 4th Floor, Lagos Island, Lagos.
Amount: ₦155, 000.00 per Participant

Objective: This seminar offers participants the understanding of why performance target is used for measuring employee's relevance and how to balance work stress and resilience towards increase in productivity and reduction in absenteeism.

Foundation Credit Analysis Course

Date: Jan. 24th – 25th, 2018 **Time:** 10.am Prompt
Venue: 213, Igboere Street, 4th Floor, Lagos Island, Lagos.
Amount: ₦155, 000.00 per Participant
Course status: Open course only

Objective: The participant will understand the process by which credit decisions are made and the critical risk factors that need to be considered. Appreciate the purpose of financial statements and the limitations of published information.

Note: The above courses are available in both in-plant and open course arrangements.

FEBRUARY:

Management of Problematic Loan-Effective Negotiation & Monitory Strategies

Date: Feb. 7th – 8th, 2018 **Time:** 10.am Prompt
Venue: 213, Igboere Street, 4th Floor, Lagos Island, Lagos.
Amount: ₦155, 000.00 per Participant

Objective: The objective is for participants to learn smart ways of turning problematic loan situation by sharpening the negotiation and monitoring skills of loan recovery officers.

Credit Reasoning and Writing

Date: Feb. 14th – 15th 2018 **Time:** 10.am Prompt
Venue: 213, Igboere Street, 4th Floor, Lagos Island, Lagos.
Amount: ₦155, 000.00 per Participant

Objective: This seminar is focused on the preparation of credit approval documents that summarise succinctly the overall credit risk exposure that an institution is asked to take on.

Knowledge Based Customer Credit Assessment

Date: Feb. 21st– 22nd 2018 **Time:** 10.am Prompt
Venue: 213, Igboere Street, 4th Floor, Lagos Island, Lagos.
Amount: ₦155, 000.00 per Participant

Objective: To creatively deliver something of value to customers rather than focus simply on products.

Note: The above courses are available in both in-plant and open course arrangements.

MARCH:

Strategic Debt Recovery Initiative

Date: March 14th – 15th, 2018 **Time:** 10.am Prompt
Venue: 213, Igboere Street, 4th Floor, Lagos Island, Lagos.
Amount: ₦155, 000.00 per Participant

Objective: To enhance existing debt recovery skills, using a professional, conventional and un-orthodox approach to recover debt from debtor(s). Participants are encouraged to be focused, practical and concise in developing and articulating debt recovery intelligence. Questions about the Use of physical force, Undue Harassment and Coercion. Questions about Misleading and Deceptive Conducts. The 24 Qualities of Credit Recovery, Personnel Pitfalls to avoid in debt recovery. Legal aspect of debt recovery.

Corporate Cash Flow Analysis

Date: March 21st – 22nd, 2018 **Time:** 10.am Prompt
Venue: 213, Igboere Street, 4th Floor, Lagos Island, Lagos.
Amount: ₦155, 000.00 per Participant

Objective: This course focuses on the importance of cash flow analysis in the credit assessment process. The course also deals with the credit risks of companies with international activities, and the difficulties involved when dealing with off-balance sheet and contingent liabilities.

Company Credit Report

Date: Mar. 28th – 29th, 2018 **Time:** 10.am Prompt
Venue: 213, Igboere Street, 4th Floor, Lagos Island, Lagos.
Amount: ₦155, 000.00 per Participant

Objective: What is CCR and its objectives, what CCR reveals on a company, In-depth understanding of Company Credit Report, why it is necessary for an organization to do a credit report of a prospective clients.

Note: The above courses are available in both in-plant and open course arrangements.

APRIL:

Credit Management in Telecom (Post Paid Services)

Date: April 11th – 12th, 2018 **Time:** 10.am Prompt
Venue: 213, Igboere Street, 4th Floor, Lagos Island, Lagos.
Amount: ₦155, 000.00 per Participant

Objective: This specialized training programme is deliberately developed to equip Telecom industry operatives with exceptional skills set required for effective management of postpaid customers. Participants will among other things, learn special perspectives to telecom customer care and postpaid collections, as well as unique customer information gathering and monitoring techniques that will help reduce the risks of fraud, bad debt and revenue losses arising from postpaid credit business.

Note: This course is only available as In-Plant, minimum classroom of 45 participants.

Strategic Debt Recovery Initiative

Date: April 25th – 26th, 2018 **Time:** 10.am Prompt
Venue: 213, Igboere Street, 4th Floor, Lagos Island, Lagos.
Amount: ₦155, 000.00 per Participant

Objective: To enhance existing debt recovery skills, using a professional, conventional and un-orthodox approach to recover debt from debtor(s). Participants are encouraged to be focused, practical and concise in developing and articulating debt recovery intelligence. . Questions about the Use of physical force, Undue Harassment and Coercion. Questions about Misleading and Deceptive Conducts. The 24 Qualities of Credit Recovery, Personnel Pitfalls to avoid in debt recovery. Legal aspect of debt recovery.

Note: The above course is available in both in-plant and open course arrangements.



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MAY:

Outside-In Customer Service Delivery Course

Date: May 9th – 10th, 2018 **Time:** 10.am Prompt

Venue: 213, Igboere Street, 4th Floor, Lagos Island, Lagos.

Amount: N155, 000.00 per Participant

Objective: The seminar offers participants the opportunity to learn creative ways of delivering values to customers that will leave them with a positive experience.

Counterparty Credit Risk

Date: May 16th – 17th, 2018 **Time:** 10.am Prompt

Venue: 213, Igboere Street, 4th Floor, Lagos Island, Lagos.

Amount: N155, 000.00 per Participant

Objective: This two-day course provides a review of the critical issues surrounding counterparty credit risk and other risks associated with over-the-counter (OTC) derivative contracts.

Debt Factoring in Credit Management

Date: May 23rd – 24th, 2018 **Time:** 10.am Prompt

Venue: 213, Igboere Street, 4th Floor, Lagos Island, Lagos.

Amount: N155, 000.00 per Participant [open course only]

Objective: Participants will be able to understand the four principles of factoring transaction, debt factoring processes, the need for factoring its benefits and limitation.

Note: The above courses are available in both in-plant and open course arrangements.

JUNE:

Credit Management in Telecom (Post Paid Services)

Date: June 13th – 14th, 2018 **Time:** 10.am Prompt

Venue: 213, Igboere Street, 4th Floor, Lagos Island, Lagos.

Amount: N155, 000.00 per Participant

Objective: This specialized training programme is deliberately developed to equip Telecom industry operatives with exceptional skills set required for effective management of postpaid customers. Participants will among other things, learn special perspectives to telecom customer care and postpaid collections, as well as unique customer information gathering and monitoring techniques that will help reduce the risks of fraud, bad debt and revenue losses arising from postpaid credit business.

Note: This course is only available as In-Plant, minimum classroom of 45 participants

Enterprise Risk Management in Banks

Date: June 20th – 21st, 2018 **Time:** 10.am Prompt

Venue: 213, Igboere Street, 4th Floor, Lagos Island, Lagos.

Amount: N155, 000.00 per Participant

Objective: Participants will learn how to explain to stakeholders complex concepts, including the definitions and measurements associated with various risks to which banks are exposed.

Best Practices in SMEs Appraisal under a Credit Guarantee Arrangement

Date: June 27th – 28th, 2018 **Time:** 10.am Prompt

Venue: 213, Igboere Street, 4th Floor, Lagos Island, Lagos.

Amount: N155, 000.00 per Participant

Objective: To expose for mutual success, SMEs designated credit analysts and lending officers of financial institutions to best practices associated with lending under a credit guarantee arrangement.

Note: The above courses are available in both in-plant and open course arrangements.

JULY:

Personal Effectiveness and Productivity Enhancement

Date: July 11th – 12th, 2018 **Time:** 10.am Prompt

Venue: 213, Igboere Street, 4th Floor, Lagos Island, Lagos.

Amount: N155, 000.00 per Participant

Objective: This seminar is specially designed to expose Participants to the essential habits and skills required for improved productivity and recognition in their jobs.

Advanced Financial Statement Analysis

Date: July 18th – 19th, 2018 **Time:** 10.am Prompt

Venue: 213, Igboere Street, 4th Floor, Lagos Island, Lagos.

Amount: N155, 000.00 per Participant

Objective: This course gives participants a detailed understanding of financial statements, in the context of rapidly changing standards, for assessing financial risk.

Intermediate Credit and Financial Analysis

Date: July 25th – 26th, 2018 **Time:** 10.am Prompt

Venue: 213, Igboere Street, 4th Floor, Lagos Island, Lagos.

Amount: N155, 000.00 per Participant

Objective: This course is designed primarily to step up the knowledge and skills of new credit analysts and officers as they confront the task of determining credit worthiness and the financial health of customers.

Note: The above courses are available in both in-plant and open course arrangements.

AUGUST:

Strategic Debt Recovery Initiative

Date: August 8th – 9th, 2018 **Time:** 10.am Prompt

Venue: 213, Igboere Street, 4th Floor, Lagos Island, Lagos.

Amount: N155, 000.00 per Participant

Objective: To enhance existing debt recovery skills, using a professional, conventional and un-orthodox approach to recover debt from debtor.

Participants are encouraged to be focused, practical and concise in developing and articulating debt recovery intelligence.

Fundamentals of Corporate Credit

Date: August 15th – 16th, 2018 **Time:** 10.am Prompt

Venue: 213, Igboere Street, 4th Floor, Lagos Island, Lagos.

Amount: N155, 000.00 per Participant

Objective: This four-day course concentrates on single obligor analysis, both qualitative and quantitative. The topics covered enable credit practitioners to review real market situations and assess cash flow and credit implications.

Corporate Credit Analysis Course

Date: August 29th – 30th, 2018 **Time:** 10.am Prompt

Venue: 213, Igboere Street, 4th Floor, Lagos Island, Lagos.

Amount: N155, 000.00 per Participant

Objective: Define Corporate Credit Analysis. List the benefits of corporate credit analysis. Assess the financial health of a company. Ratio Analysis. Methods for monitoring and standardizing credit procedures.

Note: The above courses are available in both in-plant and open course arrangements.



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SEPTEMBER:

Work Place Attitudinal Management Course

Date: Sept. 12th – 13th, 2018 **Time:** 10.am Prompt
Venue: 213, Igboere Street, 4th Floor, Lagos Island, Lagos.
Amount: ₦155, 000.00 per Participant

Objective: This seminar offers participants the understanding of why performance target is used for measuring employee's relevance and how to balance work stress and resilience towards increase in productivity and reduction in absenteeism.

Advanced Bank Risk Analysis

Date: Sept. 19th – 20th, 2018 **Time:** 10.am Prompt
Venue: 213, Igboere Street, 4th Floor, Lagos Island, Lagos.
Amount: ₦155, 000.00 per Participant

Objective: This course will provide delegates with a structured framework for the comprehensive analysis of banks' risk profiles.

Advanced Credit and Financial Analysis

Course Date: Sept. 26th – 27th, 2018 **Time:** 10.am Prompt
Venue: 213, Igboere Street, 4th Floor, Lagos Island, Lagos. **Amount:** ₦155, 000.00 per Participant
Objective: This course offers participants intensive hand-on credit and financial statement analysis mirrored by the art and science of credit report which enables sound credit decision and successful facility monitoring.

Note: The above courses are available in both in-plant and open course arrangements.

OCTOBER:

Management of Problematic Loan-Effective Negotiation & Monitoring Strategies

Date: Oct. 10th – 11th, 2018 **Time:** 10.am Prompt
Venue: 213, Igboere Street, 4th Floor, Lagos Island, Lagos.
Amount: ₦155, 000.00 per Participant

Objective: The objective is for participants to learn smart ways of turning problematic loan situation by sharpening the negotiation and monitoring skills of loan recovery officers.

Corporate Debt Restructuring

Date: Oct. 17th – 18th, 2018 **Time:** 10.am Prompt
Venue: 213, Igboere Street, 4th Floor, Lagos Island, Lagos.
Amount: ₦155, 000.00 per Participant

Objective: This course deals with the background and resolution of debt restructuring issues and reviews techniques for limiting exposure.

Advance Corporate Credit Analysis

Date: Oct. 24th – 25th, 2018 **Time:** 10.am Prompt
Venue: 213, Igboere Street, 4th Floor, Lagos Island, Lagos.
Amount: ₦155, 000.00 per Participant

Objective: This course enables participant to differentiate corporate irregularities and cyclicalities, early warning signs of financial distress using projections models and also the market based credit models versus fundamental credit analysis.

Note: The above courses are available in both in-plant and open course arrangements.

NOVEMBER:

Personal Effectiveness and Productivity Enhancement

Date: Nov. 7th – 8th, 2017 **Time:** 10.am Prompt
Venue: 213, Igboere Street, 4th Floor, Lagos Island, Lagos.
Amount: ₦155, 000.00 per Participant

Objective: This seminar is specially designed to expose participants to the essential habits and skills required for improved productivity and recognition in their jobs.

Strategic Debt Recovery Initiative

Date: Nov. 28th – 29th, 2018 **Time:** 10.am Prompt
Venue: 213, Igboere Street, 4th Floor, Lagos Island, Lagos.
Amount: ₦155, 000.00 per Participant

Objective: To enhance existing debt recovery skills, using a professional, conventional and un-orthodox approach to recover debt from debtor.

Participants are encouraged to be focused, practical and concise in developing and articulating debt recovery intelligence.

Note: The above courses are available in both in-plant and open course arrangements.

For inquiry:

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