



# NATIONAL INSTITUTE OF CREDIT ADMINISTRATION

(Chartered by Act of Parliament No. 26 of 2022)

The Most Prestigious Body of Eminent Credit Management Elites

## NICA CREDIT MANAGEMENT ALL-TIME COURSES

*What Course Can We Run For You? Please Choose a Course!*

### 1<sup>st</sup> Course:

#### Work Place Attitudinal Management Course

Venue: NICA Office Time: 10.am Prompt

Amount: ~~N~~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.

### 2<sup>nd</sup> Course:

#### Foundation Credit Analysis Course

Venue: NICA Office

Amount: N155, 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.

### 3<sup>rd</sup> Course:

#### Knowledge Based Customer Credit Assessment

Venue: NICA Office

Amount: N155, 000.00 per Participant

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

### 4<sup>th</sup> Course:

#### Consumer Credit Risk Assessment Tools

Venue: NICA Office

Amount: N155, 000.00 per Participant

**Objective:** To determine the creditworthiness of the customer by looking at their reputation for paying on time and their capacity to continue to do so.

### 5<sup>th</sup> Course:

#### Advanced Consumer Credit Management Monitoring

Venue: NICA Office Time: 10.am Prompt

Amount: N155, 000.00 per Participant

**Objective:** To plan ahead and repair any issues that might inhibit major credit-based activities likely to impair the ability of consumer credit account holder to honor credit obligation.

### 6<sup>th</sup> Course:

#### Consumer Creditworthiness and Financial Literacy Certification

Venue: NICA Office

Amount: N155, 000.00 per Participant

**Objective:** To empirically investigate the relevance of an individual's attitude towards saving money, building a culture of integrity, honoring credit obligations, and mitigating against default, leading to "knowledge acquired certified status"

### 7<sup>th</sup> Course:

#### Credit Negotiation Skills

Venue: NICA Office

Amount: N155, 000.00 per Participant

**Objective:** Regardless of any job title or industry, we aim to have every professional well-grounded in negotiating for the success of business relationships, whether it be credit-related or normal course of business.

### 8<sup>th</sup> Course:

#### Strategic Debt Recovery Initiative

Venue: NICA Office

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

*All the courses are available in both in-plant and open*

#### National Institute of Credit Administration

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## **NICA CREDIT MANAGEMENT ALL-TIME COURSES**

### **9<sup>th</sup> Course:**

#### **Corporate Cash Flow Analysis**

**Venue:** NICA Office

**Amount:** N155, 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.

### **10<sup>th</sup> Course:**

#### **Company Credit Report**

**Venue:** NICA Office

**Amount:** N155, 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.

### **11<sup>th</sup> Course:**

#### **Managerial Credit Management Update Master class**

**Venue:** NICA Office

**Amount:** N155, 000.00 per Participant

**Objective:** To apply a structured approach to corporate credit assessment, to calculate and interpret key financial ratios used in the credit modeling process, to interpret financial statements for their effectiveness, relevance and vulnerability, to apply effective tools for transaction analysis and structuring, to anticipate and detect deteriorating cash flow quality, to assess problem credits and explore options for early actions and restructuring and to understand alternative measures of credit risk, such as market implied signals, and their use in credit analysis.

### **12<sup>th</sup> Course:**

#### **Debt Factoring in Credit Management**

**Venue:** NICA Office

**Amount:** N155, 000.00 per Participant

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

### **13<sup>th</sup> Course:**

#### **Enterprise Risk Management in Banks**

**Venue:** NICA Office

**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.

### **14<sup>th</sup> Course:**

#### **Contemporary Techniques for a Successful Recovery of Corporate Debts**

**Venue:** NICA Office

**Amount:** N155, 000.00 per Participant

**Objective:** The course is designed to give more experienced corporate debt recovery professionals an objective view of their work and provides a much needed insight into how other corporates are successfully increasing their recovery success and lowering their debtor's days. This course puts the recovery strategies into the wider business perspective and focus on hard to collect debt and issues surrounding potential bad debt signals and situations, allowing more contribution to overall corporate success.

### **15<sup>th</sup> Course:**

#### **Best Practices in SMEs Appraisal under a Credit Guarantee Arrangement**

**Venue:** NICA Office

**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.

### **16<sup>th</sup> Course:**

#### **Personal Effectiveness and Productivity Enhancement**

**Venue:** NICA Office

**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.

**All the courses are available in both in-plant and open**

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### 17<sup>th</sup> Course:

#### Advanced Financial Statement Analysis

Time: 10.am Prompt

Venue: NICA Office

Amount: **₦155, 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.

### 18<sup>th</sup> Course:

#### Intermediate Credit and Financial Analysis

Time: 10.am Prompt

Venue: NICA Office

Amount: **₦155, 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.

### 19<sup>th</sup> Course:

#### Strategic Debt Recovery Initiative

Time: 10.am Prompt

Venue: NICA Office

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.

### 20<sup>th</sup> Course:

#### Fundamentals of Corporate Credit

Time: 10.am Prompt

Venue: NICA Office

Amount: **₦155, 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.

### 21<sup>st</sup> Course:

#### Advanced Credit and Financial Analysis

Time: 10.am Prompt

Venue: NICA Office

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.

### 22<sup>nd</sup> Course:

#### Corporate Credit Analysis Course

Time: 10.am Prompt

Venue: NICA Office

Amount: **₦155, 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.

***All the courses are available in both in-plant and open***

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### 23<sup>rd</sup> Course:

#### Advance Corporate Credit Analysis

Time: 10.am Prompt

Venue: NICA Office

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.

### 27<sup>th</sup> Course:

#### Effectively Managing Credit Administration Process

Time: 10.am Prompt

Venue: NICA Office

Amount: **₦155, 000.00 per Participant**

Course status: Open course only

**Objective:** At the end of this session, the participant will have a good road map to build and manage an effective credit administration of their organization and to satisfy regulators' requirement to operating a safe and sound credit risk regime.

### 24<sup>th</sup> Course:

#### Corporate Debt Restructuring

Time: 10.am Prompt

Venue: NICA Office

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.

### 28<sup>th</sup> Course:

#### Credit Appraisal Master Class

Time: 10.am Prompt

Venue: NICA Office

Amount: **₦155, 000.00 per Participant**

**Objective:** Create a solid base for a better future in your Credit Department. Understand Credit Appraisal comprehensively from tested credit professionals. Be able to use the knowledge and skills immediately and universally. Separating yourself from others because you are well aware of latest credit appraisal benchmarks.

### 25<sup>th</sup> Course:

#### Credit Reasoning and Writing

Time: 10.am Prompt

Venue: NICA Office

Amount: **₦155, 000.00 per Participant**

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

### 29<sup>th</sup> Course:

#### Operational Risk in Credit Management

Time: 10.am Prompt

Venue: NICA Office

Amount: **₦155, 000.00 per Participant**

**Objective:** Designed and delivered by a world leading expert in the field, the course is a must-have for all operational risk practitioners wishing to benchmark their practices.

### 26<sup>th</sup> Course:

#### Management of Problematic Loan-Effective Negotiation & Monitory Strategies

Time: 10.am Prompt

Venue: NICA Office

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.

### 30<sup>th</sup> Course:

#### Credit Management Internal Control and Regulatory Compliance Risk

Time: 10.am Prompt

Venue: NICA Office

Lagos. Amount: **₦155, 000.00 per Participant**

**Objective:** This training course aims to provide a complete overview of an organization's internal controls and compliance activities.

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### 31<sup>st</sup> Course:

#### **Risk Monitoring in Credit Management**

Time: 10.am Prompt

Venue: NICA Office

Amount: ₦155, 000.00 per Participant

**Objective:** This course will examine the way in which business and society make an assessment of, control and transfer risk.

### 32<sup>nd</sup> Course:

#### **Market and Industry Risk in Credit Management**

Time: 10.am Prompt

Venue: NICA Office

Amount: ₦155, 000.00 per Participant

**Objective:** It will prove invaluable to those already working in the risk management function who wants to expand their knowledge and gain a much more detailed holistic understanding of risk.

### 33<sup>rd</sup> Course:

#### **Understanding Letters of Credit for Exporters**

Time: 10.am Prompt

Venue: NICA Office

Amount: ₦155, 000.00 per Participant

**Objective:** A two days interactive in-house seminar aimed at export credit agency's new recruits who regularly receive or handle Letter of Credit. The session will help participants to negotiate the most favorable terms to be incorporated within L/Cs as well as reduce the risks and costs associated with presenting discrepant documents to the bank.

### 34<sup>th</sup> Course:

#### **Introduction to Credit Cards Business: Operations and Management**

Time: 10.am Prompt

Venue: NICA Office

Amount: ₦155, 000.00 per Participant

**Objective:** This course will provide you the background information you need to know to be able to layout the payment processes and transactional use cases, as well as to intelligently discuss the business considerations for supporting credit card payments online.

***All the courses are available in both in-plant and open***

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