



BANKING SIMULATION

The Institute of Bankers in South Africa is offering a powerful, practical banking simulation to its members. The Global Banker simulation, presented in partnership with JCP International, runs over three days and provides an integrated view of how a bank operates. It also provides a rare opportunity for bankers from different disciplines to experience running a simulated bank as part of an executive team; where they can understand how decisions made in one area of the business, can impact on other areas and the overall performance of the bank.

JCP International have extensive experience in banking, learning and development, business and consulting both in South Africa and internationally and have successfully presented this programme for banks and organisations in South Africa, Africa and Europe.

Leading the team of facilitators will be Ray Johnson, a former Standard Bank executive and Fellow of the Institute.

Cost and venue details

Cost: R per participant excluding VAT

Date: 21-23 May 2018

Venue: IOBSA offices, Maitland Building, 18 Fricker Road, Illovo, Johannesburg, South Africa.

**A maximum of 20 participants can be accommodated on this programme.
Book early to avoid disappointment!**

Can you confidently answer yes to the following questions?

- Do you understand how your bank makes money through its various products and services?
- Can you read and understand your bank's financial statements?
- Do you understand the implications of risk, governance and compliance for the bank and your own area?
- Do you understand how funds flow through a bank?
- Do you understand the importance of asset and liability management?
- Do you understand how your activities contribute to the profitability and reputation of the bank?

If not then you would benefit from attending the Global Banker Simulation

What you will learn:

- How a bank operates
- How to manage risk, particularly operational risk and the implications of Basel II and III
- How to make decisions in teams
- How to make loan decisions for various products and market segments by balancing variables such as:
 - Credit risk
 - Service fees
 - Interest rates
 - Marketing expenditure
 - Operational costs
 - People deployment
- How to make deposit decisions for various products and market segments by balancing:
 - Service fees
 - Interest rates
 - Marketing spend
 - Service spend
- How to manage assets and liabilities
- How to conduct liquidity planning, profit planning and forecasting
- How to manage performance
- How to analyse and report on results
- How to negotiate effectively

This is what others have said about Global Banker

- This is an excellent, exciting and informative programme
- This course is a very practical and unique learning opportunity both for banking veterans and new bankers
- I liked that it provided a real life experience on the issues we are faced with every day and how best to run the bank
- This is a very useful programme which brings together the various aspects of banking
- A very exciting programme