



Conference Agenda

The Institute of Bankers in South Africa is offering a powerful, practical banking simulation to its members as part of its ongoing CPD programme. 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.

What you will learn

- How all the functions of a bank work together to achieve results
- 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 within a regulatory framework
- How to conduct liquidity planning, profit planning and forecasting
- How to manage performance against a set of targets
- 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

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.

Programme Outline

Day 1: Monday 21 May

- 08:30 Registration and Welcome
- 09:00 Introduction
- 10:30 Tea break
- 10:45 Quarter 1 decisions, coaching and feedback
- 13:00 Lunch
- 13:45 Planning session
- 15:00 Tea break
- 15:20 Discussion on Negotiation
- 16:30 Review and close

Day 2: Tuesday 22 May

- 08:30 Quarter 2 decisions, coaching and feedback
- 10:30 Tea break
- 10:45 Discussion on Pricing and Balancing Variables
- 11:15 Quarter 3 decisions, coaching and feedback
- 13:00 Lunch
- 13:45 Discussion on Forecasting
- 14:15 Quarter 4 decisions, coaching and feedback
- 15:00 Tea break

16:00 **Hand in Quarter 4 decisions and briefing on AGM/ Performance Review**

16:30 **Review and close**

Day 3: Wednesday 23 May

08:30 **Prepare for AGM/Performance Review**

10:30 **Tea break**

10:45 **AGM Presentations**

11:45 **Quarter 5 decisions, coaching and feedback**

13:00 **Lunch**

13:45 **Productivity, Motivation and Team Development**

14:15 **Quarter 6 decisions, coaching and feedback**

15:30 **Tea break**

15:45 **Discussion on Risk and Compliance**

16:30 **Review and close**